



We Help Medical Dealers Keep Business Humming

As a specialty medical dealer, you aim to deliver innovative products and services through the production channels you manage. You know how to build your sales machine and keep it active. When you team up with FrankCrum, a professional employer organization (PEO), we help relieve the administrative burdens of running your distributorship so you can focus more time on sales, customer and corporate demands. From managing payroll and commissioned contractors, keeping up with employment laws, supporting your efforts to manage business risk and liability, and even managing employee benefits, we help keep your business buttoned-up so you can focus on your customers.

Employer Solutions for Success

Your business success is enhanced by the expansive team you get with FrankCrum. Your employees enjoy access to a full set of benefits and HR tools that are usually only available through large companies. This helps you create a happier and more loyal workforce that is motivated to serve your customers. We offer these deep resources at a price much lower than doing things yourself.

Allowing You To

- ✓ Save Time
- ✓ Boost Productivity
- ✓ Reduce Risk
- ✓ Focus on Your Customers
- ✓ Retain Talented Employees
- ✓ Lower Costs

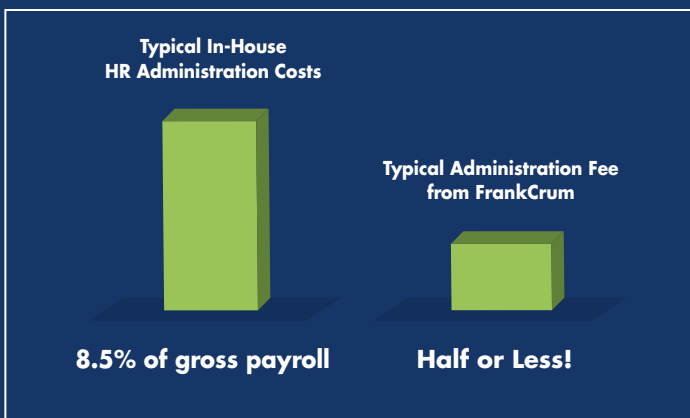
No matter the size of your dealership, FrankCrum can help relieve your administrative burden, reduce business risk and help you focus on your customers.

Here's What We Do

- ➔ **Workers' Comp and Employment Practices Liability Insurance**
competitive pricing and a pay-as-you-go program to avoid large down payments and annual workers' comp audits
- ➔ **Process Your Payroll**
handle salary and commission pay, garnishments and the nuances of contract employees - plus enable employees to access an online self-service portal
- ➔ **File Employer and Employee Related Payroll Taxes**
in each state where you operate (W-2s, FUTA, SUTA, Medicare, etc.)
- ➔ **Employee Policies and Procedures**
help prevent employment-related lawsuits, keep up with changing labor laws and learn best practices for working with independent contractors
- ➔ **Help You Comply**
with all the laws that apply to you as an employer such as FMLA, ADA, FLSA, immigration compliance, etc.
- ➔ **Mitigate and Manage Risk of Lawsuits and Claims**
free loss control survey to identify ways to improve safety procedures
- ➔ **Handle Unemployment Claims**
with a dedicated team of experts
- ➔ **Group Benefit Plans**
for health, dental, vision, life, disability, flexible spending accounts and 401k (health care reform compliant)
- ➔ **Administer Your Benefits**
and keep plans compliant with all regulations

Curb Costs and Improve Performance

Small and medium-sized companies typically incur more cost per employee than larger companies on HR administration and compliance. That's primarily because of economies of scale. Large companies can spread the cost of HR administration and compliance across a larger pool of employees, plus they have specialized resources to implement sound HR policies and safe working practices. By outsourcing to FrankCrum, we give you the advantages of larger company scale, at a fraction of the cost.



You get a Powerful Team

When you partner with FrankCrum, you have a dedicated team of experienced specialists and customer service professionals who work for you. This instantly expands your capabilities in Payroll, Safety/Compliance, Claims, Benefits, Employment Best-Practices, and Health Care Reform.

You're In Control

Business owners maintain control of all the strategic aspects of your business and your people. FrankCrum relieves you from administrative burdens as an employer, while contributing to your success by offering advice and guidance.

"I wish I had known about FrankCrum when I owned a medical dealership. Having an HR partner would have freed up time and money, greatly reducing distraction from my core business."

Thomas Wooten
Former Medical Dealership Owner

Become Part of the FrankCrum Family

FrankCrum has more than 30 years of experience serving employers nationwide. Our affiliate Frank Winston Crum Insurance Company is a workers' compensation insurance carrier. Your claims are also our claims; so we are invested in creating a solid, low-risk foundation for your business. Integrity permeates our family culture, and we enthusiastically foster a strong and productive relationship between you, your employees and your customers.



Call today for a free quote and consultation

• Business Consultant