

CASE STUDY

This case study features annual results for a large national disability carrier that partnered with WEDL to help increase their return-to-work rates for any-occupation claims in their Long Term Disability Claims Department.

The demographic information is as follows:

DISABILITY TYPE ranged from Physical (back, knee, hip shoulder, vision, speech etc.) to Emotional (mental health, PTSD, cancer treatment ramifications etc).

RTW JOB TITLES include, but are not limited to, Customer Service, Telephonic Nurse, Project Manager, Administrative Assistant and Branch Manager, and Lab Analyst.

PHYSICAL RESTRICTIONS ranged from Sedentary to Light Duty to Environmental Issues.

AGE ranged from 33 years old to 67 years old.





EDUCATION LEVELS ranged from Advanced Level degrees to High School Education with 2-4 year degrees being most commonly represented.

DATA ANALYSIS with DATA ASSUMPTIONS:

- Industry Average Disabled Life Reserve for claimants is \$125,000 per file
- Industry Average In-House RTW Rate on files for new job/new employer is 33%*

WEDL's higher placement rate resulted in 6 additional placements, multiplied by the average DLR of \$125,000 realized a savings of \$750,000 in reserves.

KEYS TO SUCCESS

-  Multiple coaching meetings each week
-  Training on social media basics for success
-  Custom made Impact Statements for resumes
-  Teaching claimants to Sell their Value!

RESULTS MATTER

40 REFERRALS FOR RETURN-TO-WORK SERVICES
(new job with new employer)

48% PLACEMENT RATE (RTW)

\$750,000
ESTIMATED COST SAVINGS IN RESERVES

PROACTIVE RETURN-TO-WORK SERVICES

- High touch program spanning 30–90 days.
- Teach and train on newest and most proactive job search strategies.
- Maximize claimant confidence, motivation and engagement resulting in faster speed-to-hire outcomes and higher wages.

* Integrated Benefits Institute (IBI)