

## Mission Statement

DMJ Insurance Services Inc. is committed to providing its clients with the highest level of experience, training, knowledge and technical abilities to execute plans for all aspects of Group Employee Benefits, from 10 - 250+ employees in multiple states.



## DON JONES, DMJ INSURANCE SERVICES, INC.

Choosing employee benefit plans that meet employers' budgetary needs, while also covering the needs of their employees, is a breeze when you have the expertise of DMJ Insurance Services, Inc. working with you. For over 30 years, Don has helped employees and their HR departments initiate law-abiding employee benefit plans while solving for them problems that arise with employee benefits.

Since 1989, Don has been instrumental in changing California Health Reform, serving in the county, state and agent capacity for the **California Association of Health Underwriters**. Considered an expert on all subjects related to employee health benefits, Don is frequently quoted by the media on Health Reform topics and brings that experience and knowledge to this client companies.

## BENEFITS COMPANIES RECEIVE

DMJ Insurance Services is a one-stop call center for all employee and employer insurance needs including: COBRA issues, Affordable Care Act, flexible spending accounts, claim issues, referrals to specialists, ID cards, Rx problems, and other issues requiring administrative support. As your Insurance and Employee Benefits Coach, we have the answers you need (or can easily get them) so that you don't have to spend valuable time on hold.

Don is constantly in-tune with current state and federal legislation, educating his clients with live trainings on upcoming healthcare reforms. By guiding his clients on their responsibilities, such as medical leaves, he serves as an extension to their HR department saving them from hefty fines and possible employee litigation by ensuring they are compliant. Marrying his skills with his clients' needs and requirements is a timely and valuable capability that many insurance brokers do not offer.



## Don is knowledgeable in many areas of national employee benefits, including:

- Interpreting complex legislation & regulations
- Training HR people how to implement plans
- Providing assistance to get employee benefits paid at a higher level
- Working with insurance companies to get previously denied claims paid
- Negotiating extremely favorable group rates for over 100 employees
- Fulfilling customer service needs on a daily basis for client companies

## DMJ INSURANCE SERVICES, INC.

333 Lantana Street, Suite 295  
Camarillo, CA 93010

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# DMJ

Don's extensive expertise helps companies stay compliant while also improving employees' experience with their benefits. Don personally offers trainings, technology and the execution to put it all together. The end result is happier employees who reap the full benefits available to them under the plan that works best for their employer's budget. Companies also receive ongoing follow up on a continual basis; they never have to spend unproductive time on the phone trying to resolve problems on their own as customers' needs are of the highest priority. With DMJ Insurance Services, it's a win-win situation every time!

## **DON'S PROFESSIONAL BACKGROUND:**

- Past President, California Association of Health Underwriters (2008 – 2009)
- Vice President, Legislation Committee, Ventura County Association of Health Underwriters
- Past President, California Association of Health Underwriters Community Foundation
- Member, National Association of Health Underwriters

## **WHAT CLIENTS ARE SAYING:**

*"My experience of working with DMJ Insurance has been exceptional! They are proactive, available, and responsive to all of our inquiries providing valuable information and knowledge about the ever-changing health insurance industry."*

**Daisha Segura, Payroll & Benefits Administrator, DONOR SERVICES GROUP**

*"Over years, Don Jones has kept us apprised of any new laws and changes in the insurance industry, helping us to understand what may suit our company's needs best. Whether it's training our employees on their health and dental insurance or answering their questions, Don and his team provide a personal touch that makes it a pleasure to work with them."*

**Karin Sandnes, HR/Risk Management Director, MR. STAX INC.**

*"From time to time, our clients have had issues with the complexities of the Affordable Care Act, COBRA, and other health care options. Don and his team have been extremely helpful in giving our clients options, explaining regulations, and being available to talk to our employees. As an HR consulting firm, it is comforting to know that Don is both knowledgeable about HR compliance and sensitive when discussing areas of concern with the employees."*

**Monica Brinser, President & CEO, NEW LEVEL RESOURCES**

Call Don for a complimentary **Benefit Plan Review** and find out how he can better help you meet your requirements.

## **DMJ's SERVICES INCLUDE:**

- Personalized enrollment packets & onboarding meetings to facilitate the ongoing enrollment process.
- Assistance throughout the year for claims issues, Rx problems, referrals to specialists and other administrative needs.

## **FOR GROUPS:**

- Assistance with Summary Plan Descriptions
- COBRA administration
- 5500 Form completion
- Personalized web benefit portals
- Assistance with 1094 and 1095 Form filing

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