



The De La Torre Difference

Our Process: Engage

Our process is to Engage our prospects, clients, vendors, and markets in a conversation that seeks to find the right solutions for your benefit programs. In today's world, companies can spend up to 25% towards benefits expenses, and those costs aren't going down. It's important that every dollar our clients invest in their employee benefits programs are maximized.

Targeting the Critical Areas of Focus

We understand that asking the right questions helps to increase our understanding of your needs. Doing so puts us in the best position possible to tailor solutions that benefit our clients in valuable ways.

We believe in six critical areas of Focus that help build a solid understanding of our clients.

- **Clients Situation** - Assessing your current situation, to seek understanding of what is working and what is not.
- **Client Needs and Challenges** – Identifying your needs, challenges and what you want to achieve.
- **People and Relationships** – Building lasting relationships with you and your employees.
- **Buying process** – Understanding your buying process.
- **Options and alternatives** – Investigate different options for you and your Team to review.
- **Impact** – Evaluating the impact of your decisions to meet your financial goals and employee satisfaction.

Step - By - Step

