

## CASE STUDY

# Creating a Workplace that Succeeds with Total Rewards

PRESENTED BY:



## OBJECTIVES

- Salo needed to deliver an innovative, market-competitive total rewards package that could offer meaningful coverage for employees, contractors, and their families.
- Cost containment was a priority, as Salo's high-growth period had driven higher participation numbers on the company's benefits plans.
- Finally, to support a more diverse workforce, Salo needed to ensure their available benefits packages were able to meet the needs of everyone.

## SOLUTIONS

- With TurnSignl, an easy-to-implement legal benefit that provides on-demand access to an attorney during car accidents and traffic stops, employees, contractors, and their families receive a "peace of mind" benefit that is rare in the market and aligns directly with Salo's mission to provide for the "whole person".
- For Salo, understanding total benefits requires accepting ongoing challenges and identifying concrete opportunities to support a growing workforce.
- Measurements of success include overall usage, retention, and marketing support to announce, engage, and organically expand the partnership.



*TurnSignl is a positive step toward our company building an equitable Total Rewards package and a workplace where all of us can succeed as our whole selves."*

**Natalie Chandler**  
Total Rewards Manager

**Salo**

## AT A GLANCE



### Challenges

- Market-competitive benefits package
- Cost containment
- Broad coverage
- Support a diverse workforce

### Benefits

- Low PEPM cost
- Family members & dependents included for no added cost
- Usage metrics available immediately

## PROGRAM BENEFITS

### Cost Containment



For companies like Salo, TurnSignl provides service on a PEPM model at a competitive rate for both employees and contractors, and the addition of dependents for no added cost.

### Scalable Coverage



By utilizing real-time anonymized metrics to understand usage, Salo is armed to make decisions for their team that reflect real-world experience, beyond a typical opt-in survey or review of benefits.

Learn more and get a quote for your team at [turnsignl.com/business](https://turnsignl.com/business).

