



WE ARE PROUD  
LET US SHARE

CHALLENGER DOOR: A SUCCESS STORY

**What was your company's challenge/situation?**

Prescription costs in our self-insured plan were extremely high causing us to raise premiums for our employees. This was also causing pain to our company's bottom line.

**What part did Gibson play to get this back on track or in line with your goals?**

Over a couple of years, Gibson discussed a new Rx strategy as costs continues to rise. We loved their approach and decided to take steps to change out the current prescription coverage. We chose to use a product from Rx Help that {could potentially} take care of the needs of our employees, while saving our company money.

Our broker guided us through the strategic actions needed to implement this change. We were nervous if our employees were going to take to the changes and the perception of a new plan, but Gibson was prepared with a backup plan, if necessary. Fast forward a couple of years after we made the leap to change our plan, we have saved a great deal of money and all of our employee prescription needs are met!

**What has your overall experience with Gibson been like?**

We appreciate the continuous approach in providing new strategies and tools for us to consider in our overall insurance plan. Gibson uses their expertise, research, and relationships to guide us into helpful new options that we would not be able to do effectively on our own. The customer service Gibson provides is top notch! We never dread their calls or worry about pushy sales people.



**CONRAD BRENNEMAN**

Director of Personnel  
Challenger Door, LLC.

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Protecting What Matters Most

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