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**IDEAS FOR SERVICES TO INCLUDE IN A COMPLIANCE PACKAGE FOR CLIENTS:**

**Group 1**

* HIPAA review
* Plan documents
* Discrimination testing
* Secondary offerings
  + Controlled group
  + Determining full-time status (monthly measurement versus look-back measurement method)
* Overall compliance assessment

**Group 2**

* Overall compliance assessment, and then outsource as needed the following:
  + HIPAA tool
  + 5500 filing
  + COBRA
  + WRAP document

**MOST FEASIBLE COMPLIANCE SERVICE FOR REVENUE GENERATION**

* Plan document creation (e.g. HR 360)

**NEW REVENUE GENERATION IDEAS**

* Dependent audit
* Full-time employee tracking and an employer reporting tool
* Cadillac tax analysis (estimate)