

LaborFirst

PARTNERSHIP



We Are the Only Partner You Need

LaborFirst supports our broker and consultant partners with Medicare market intelligence, carrier negotiation, and a high-touch solution with world-class Member Advocacy Services.

RetireeFirst: Retiree Benefits Management

RetireeFirst, a LaborFirst solution, delivers comprehensive Retiree Benefits Management. We keep pace with changing regulations and are experts in navigating the complex Medicare market. We drive value for Medicare benefits, ensure a seamless transition for clients and retirees, and provide the ongoing healthcare advocacy that retirees need.

Group

Medicare Advantage (MA) & Medicare Advantage with Prescription Drug (MAPD)

MA/MAPD plans are offered by Medicare-approved private insurance companies and often include ancillary benefits.

A Range of Medicare Plan Options

Whether your clients offer their Medicare-eligible retirees a group-sponsored benefit plan or individual coverage, we'll collaborate on a customized approach that aligns with their priorities, budget, and member needs.

Group

Part D Prescription Drug Plans (PDP)

Standalone Part D Prescription Drug Plans (PDPs) help retirees on Medicare cover the cost of their prescription drugs.

Group

Supplement to Medicare/ Coordination of Benefits (COB)

Supplement and COB plans provide insured or self-funded coverage that supplements Original Medicare Parts A and B.

Individual

Medicare Marketplace

Individual Medicare Advantage plans are available through regional and national health plans. Subsidy options are flexible: fully subsidized, partially subsidized, or fully retiree-paid.

No matter which plan option is selected, retirees receive our same healthcare navigation and advocacy services that improve the member experience.

Our Partnerships

We partner with brokers and consultants, and all major national health carriers, to drive value and improve outcomes for clients and their retirees.

Who We Serve

We serve 510+ clients and over 435,000 Medical and Pharmacy lives across all 50 states. Our clients are hundreds of labor unions, multiemployer plans, public sector entities, higher education, and commercial organizations.

Member Advocacy Services Are Our Hallmark

All members have access to a dedicated team of Advocates who they come to know on a first-name basis. Member calls are answered on average in under 20 seconds by a live Advocate. Whether it's answering questions, or making outbound calls to providers, pharmacies, or government agencies, Advocates provide real-time assistance and solve issues on the member's behalf. Personalized advocacy fosters trust, improves engagement, and results in healthier and happier members.

Strengthen Your Medicare Strategy with LaborFirst

Partnering with us can help you differentiate, retain clients, and drive business growth. We offer a flexible working model that adapts to your style—whether you want us front and center with the client or behind the scenes supporting your efforts.

We can support with:

- **Joint Discussions & Client Engagement**
- **Pricing, Carrier Responses, and Analysis**
- **Proposal Creation**

LaborFirst



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LaborFirst



LaborFirst.com

We serve

435k

Medical and Pharmacy lives nationwide and

525+

clients



ACCREDITED



Awards & Accreditations

We are HITRUST r2 certified, URAC Core accredited, and a three-time Stevie® Award Winner for Front-Line Customer Service Team of the Year (2026, 2025, & 2024).

Connect with our advisors to learn how we can make you look good while making your job easier.