



Dear IHCA Member,

The Indiana Health Care Association (IHCA) is committed to continually finding new ways to enhance the services we offer to our members. To that end, the IHCA would like to announce another program that will be of substantial benefit to both members and their staff through our partnership with National Enrollment Services (NES). National Enrollment Services assists members with entitled facility tax credits, employee earned income tax credits and voluntary benefit programs.

Facility Tax Credit: Although most facilities are entitled to tax credits for hiring entry-level employees, billions of dollars in tax credits go unclaimed each year. Indeed, the potential to reduce the amount of federal income taxes your facility pays is significant. This applies to small facilities as well as large. If 10 of your employees qualify during the year, your potential credit is \$24,000. If 50 employees qualify, your potential credit is \$120,000, and if 100 employees qualify, your potential credit is \$240,000.

Employee Income Tax Credits: Employee retention in long-term care profession is a huge challenge, and turnover is costly. We recognize that you are continually exploring new ways to retain your valued employees. Accordingly, another component of this program is to put more money in your employees' pockets. NES offers an incredible program that provides you the opportunity to secure increased monies for your lower paid employees through the IRS Earned Income Credit laws.

The federal government will REFUND any earned income credit not claimed by the employees on tax returns for the past three years. NES will assist your employees in determining whether they qualify for such a refund which could be as much as \$1,000 per year.

Voluntary Benefits Program: Finally, NES has designed an affordable voluntary benefits package, underwritten by Allstate Insurance, specifically for healthcare employees and their family members. The various voluntary insurance plans offered include: Critical Illness, Disability, Accident, Cancer, Life, Dental as well as a Discount Prescription Drug Card.

Howard Labow, President of NES, would be happy to explain how the program works. We encourage you to explore how this program can benefit you and your employees.

If you have any questions regarding our partnership with NES, **please contact Howard Labow at (800) 966-6637 ext. 239 or hlabow@nesbenefits.com.**