



 Group Benefits Insider

## Solutions for fair, accurate, compliant leave decisions

Employee absences are on the rise in many areas, and they can cost your clients not only financially but also in lost productivity. The biggest cost may stem from how they handle absences. If your clients aren't keeping up with state and federal employee leave laws – like the Family and Medical Leave Act (FMLA) – they could face fines, penalties, even litigation.

With Principal<sup>®</sup> Absence Management, employers get an insured solution that offers both the disability expertise Principal is known for, plus the expertise provided by FMLASource<sup>®</sup>, a national leader in leave administration services.

Wondering how to start the FMLA conversation with clients? Find out with these industry insights from my regional sales manager, Mike Kelley.

**Check out "Life events lead to employee leaves." Plus, meet your local sales and account management team.**

Let's talk about a leave solution that can position you as a trusted resource for your clients.