ADDITIONAL SERVICES FOR CLIENTS

Large Group clients expect more and we **deliver more**. With Word & Brown as your partner, we offer a variety of products and services at no additional cost.

- Free COBRA, POP, ERISA, and FSA
- Access to HR consulting through Mammoth HR
- Free onsite or online Compliance training (including SHRM and HRCI accredited courses)
- Dedicated Account Management team
- MedID, Heal.com, and Rx Discount Card

OUR LARGE GROUP ADVANTAGE

We offer the support you need, from quoting to enrollment to renewal. Our personalized and attentive service, our innovative tools, and our unsurpassed expertise in Health Insurance are all just a phone call away.

- Quoting & Analysis
- Custom Presentations
- Top Carriers
- Simple RFP Process
- Enrollment Assistance
- Account Management
- Benefit Admin Platform Integrations

LET'S CONQUER LARGE GROUP!

Find, quote, and close Large Group business, even if you're new to the market. With Word & Brown on your team, you'll have Large Group **sales and marketing experts on call**, a **great portfolio of products** including cross-border plans, the **fastest turnaround times** in the market, **value-added extras** for your clients at no cost to you, and full access to our **in-house compliance experts**.

Word&Brown.

Contact your local Word & Brown office to learn more about our Large Group advantage.
wordandbrown.com/large-group

Northern California 800.255.9673 | **Inland Empire** 877.225.0988 | **Los Angeles** 800.560.5614 | **Orange** 800.869.6989 | **San Diego** 800.397.3381 | **Nevada** 800.606.4996

wordandbrown.com

WB.101218.7.19

CREATE YOUR LARGE GROUP OPPORTUNITY

Word&Brown.

WHY SELL LARGE GROUP WITH WORD & BROWN?

Simple, it's lucrative. With Large Group in your portfolio, you have the ability to earn exponentially more with a single sale. And when you partner with Word & Brown, you'll have the support and trusted know-how to take on any market. No matter the size of the group, we're here for you.

Learn more about Large Group at **wordandbrown.com/large-group**

START HERE

1 WE TREAT RFPs WITH TLC

We thoroughly review each Large Group RFP, and then **notify you of any pending items** before submitting to the carrier — **all within 24 hours**.

SUBMIT

2 NOT JUST A NUMBER

Go into client meetings equipped with **best-in-class presentation materials**, including **custom quotes** we physically assemble for you or digital copies if you prefer to present on your tablet or laptop.

Your proposal will include everything your larger clients want including **carrier comparisons of current vs. renewal options**, **competing quotes**, **benchmarking reports**, **spreadsheets**, and **employee worksheets**.

QUOTE

3 WITH YOU ALL THE WAY

Once your client says yes, we jump into action. We offer **comprehensive enrollment assistance** including **bilingual enrollers** and **enrollment kits.** We'll even present on your behalf if you wish, in person or via webinar.

Then we'll review all applications and transfer enrollment data directly to the carrier. We also integrate with top benefit administration platforms.

ENROLL

YOUR EARNINGS BEGIN