

Introducing the...

# Worksite Partnering Process™

*helping you generate additional revenue without incurring any operational or administrative expense*





## **Premier Marketing**

Premier Marketing started in 1968 providing help and direction for professionals like you. Premier Marketing divisions include: Premier Senior Marketing, Premier Life & Annuities, Premier LTC Brokerage, Premier Planning and Premier Worksite Solutions. With offices in Nebraska, Kansas, and Texas we are positioned to better serve you.

Premier Marketing specializes in getting you the answer to all your sales needs from a simple quote to professional answer in the advance markets. No matter if you are a personal producing agent or looking to build an agency, Premier has your answers to help grow.

## **Premier Worksite Solutions**

As a division focused on providing employee benefits and executive planning, we provide turnkey worksite benefit capability to other advisory organizations who would like to capitalize on this type of business but do not have the expertise, product offering, enrollment and back office support to do so.

We utilize state-of-the art interactive websites, electronic billing, and advanced electronic enrollment software, to help make this business easy to implement.

We have access to a broad product portfolio from all of the top insurance companies used in this market; enabling us to find the very best solution for any given situation.

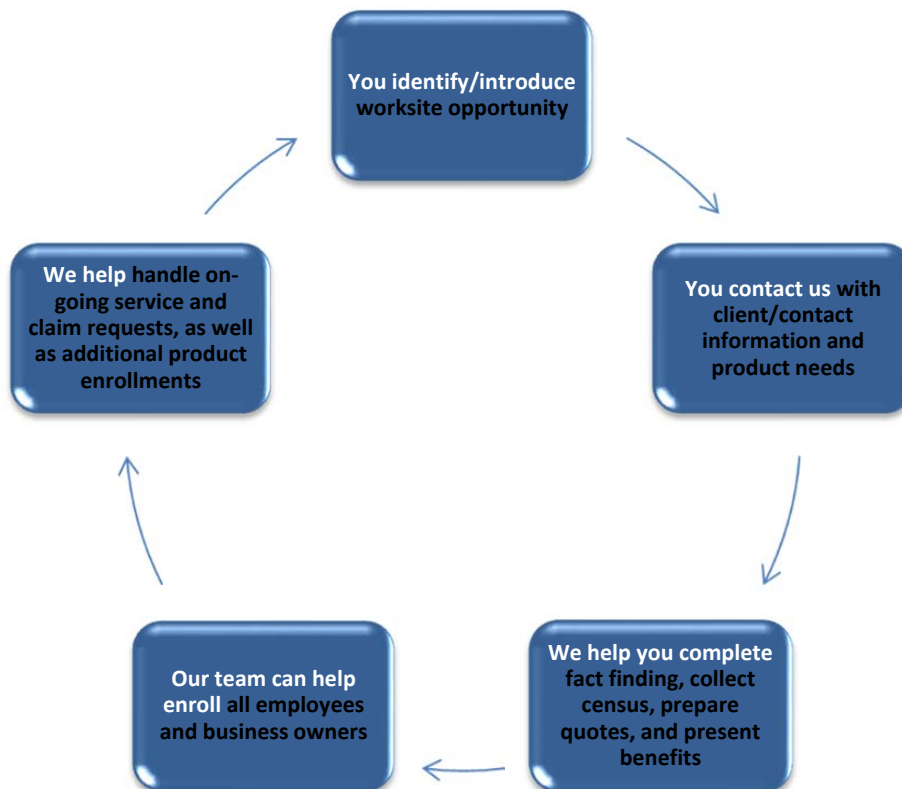
- Life Insurance (term, universal life, whole life)
- STD/LTD
- Accident
- Cancer
- Critical Illness
- Supplemental Health Options Plan (SHOP)
- Dental
- Vision
- Corporate Owned Life Insurance (COLI) – not to be confused with group life

## WORKSITE PARTNERING PROCESS™

Our team works as a transparent partner to you; helping you generate additional revenue without incurring any operational or administrative expense.

Our model rests on the simple fact that almost every business, including an insurance agency, struggles with their ability to capitalize on every available opportunity with every current or prospective customer.

This reality is why we created the **Worksite Partnering Process™**. This process is designed to provide instant worksite benefit capability to help agencies and their agents identify, propose, design and close worksite business with employer groups and/or associations who offer benefits to employees and members.





## WORKSITE PARTNERING PROCESS™ SUPPORT PLATFORMS

Not every sales situation is the same. Thus, Premier Worksite Solutions has designed three (3) platforms of sales and service support for your worksite business.

Depending on your abilities and/or a particular case, depends on what platform you may choose.

**For example**, maybe you have a large group (i.e. 500 employees) and don't have the staff or time to handle this business. Our **Full-Service Platform** will take your favorable introduction and turn it into an on-going revenue stream with little involvement on your end. Conversely, you have the staff to handle such a case or you have a smaller deal that you can manage (i.e. 25 employees). In that scenario, our **Independent Platform** might be a better fit.

Contact one of our representatives to discuss what option(s) work best for you!

	Full-Service	Partner	Independent
Case Design	✓	✓	✓
Present	✓	✓	
Close	✓	✓	
Enroll	✓		
Service	✓	✓	✓
Annual Reviews	✓		

Note: Each support platform has a corresponding commission level. Please contact one of our representatives to get a compensation schedule.



## Contact Information

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