



# BenefitMall<sup>®</sup>

## Account Services Division

The BenefitMall Account Services Division (ASD) provides strategic advisor services and support for the entire continuum of your client's needs. As an extension of your business we provide:

- Account Management
- Renewal Services & Reporting
- Customer Service for both you and your clients



### THE VALUE OF PARTNERSHIP

With the dynamics of health insurance constantly changing, you are likely looking for ways to be more efficient while maintaining the highest level of expertise and service possible. BenefitMall can make this happen by providing full post-sales support for your existing book of business while allowing you to focus your team on growth and new revenue.



### WHY BENEFITMALL?

**Trust in Our Experience.**

**It's What Makes Us Different.**

With BenefitMall you're getting a company that has over 40 years' experience in the health insurance industry and is also the largest General Agency nationwide – committed to Brokers. You'll find many of our competitors are retail brokers intending to outsource the support of your groups. A number of competitors primary focus is on other types of insurance with less knowledge of our business.





## **BENEFITMALL IS YOUR BEST CHOICE FOR ACCOUNT SERVICES**

Your clients are actively managed to drive strong retention results by:

- Utilizing our existing General Agent expertise and systems
- Maximizing our local market knowledge and nationwide relationships
- Industry leading technology
- Creating our mutual success by providing exceptional and consistent service as an extension of your business.
- TPA Services (in select markets)



## **CLIENT ADVANTAGES:**

- Knowledgeable guidance from BenefitMall experts
- Dedicated customer service team for employer and employee level
- Preferred pricing and service on additional BenefitMall services (Payroll and HR Management services)
- Annual client needs analysis



## **BROKER ADVANTAGES: SALES SUPPORT**

- Quoting for new and renewing business
- Selling additional lines for existing accounts (on agreement)
- Providing marketing intelligence reports (in serviced markets)
- Expanding revenue with access to BenefitMall Payroll and HR management solutions
- Client Support
- Extensive benefits administration capabilities



## **ACCOUNT MANAGEMENT**

- Renewal Full Service Team
- Open enrollment support
- Remarketing group
- Group customer service

**Contact us to learn more about  
the Account Services Division.**

**888.338.6293 or visit [BenefitMall.com](http://BenefitMall.com)**



**BenefitMall**