



A Statement of PSHP Services Provided to Contracted Brokers

- **Education:**
 - *Brokers* - Training focused on identifying opportunities within groups for PSHP implementation, eligibility guidelines, sales techniques, overcoming objections, enrollment expectations, and other pertinent information. This education comes in the form of live webinars with subsequent Q&A's, pre-recorded webinars, and one-on-one phone / e-mail assistance.
 - *Quote People* – There is also a webinar designed to instruct quote people at agencies how to identify and qualify opportunities within censuses of current employer clients.
- **Marketing:** Customizable flyers, e-mail blasts with reporting capabilities, educational presentations, and product kits are available to brokers for use with identified eligible prospects and clients.
- **Quoting:** Formal proposals, plan comparisons, savings analyses, and custom presentations are produced to help the broker educate the client / prospect and write cases year-round.
- **Enrollment Support:** Helping the broker and his or her client(s) in the completion of enrollment paperwork, both for the sponsoring entity and the individuals who are insured under the plan.
- **Client Support & Advocacy:** Insured groups and brokers can contact PSHP with questions pertaining to billing, rate renewals, and future enrollments. Members can also contact for questions or needs with respect to plan details, claims, coverage, ID cards, and more. We service your clients and keep them happy so that you have more time to prospect and sell new cases.
- **Continued Broker Support:** We pay commissions for the life of the plan so long as premiums are paid on time. Plus, we will partner with you on additional opportunities for growth in your market.