



GUARDIAN®

“Our commission increased by \$65,000.”

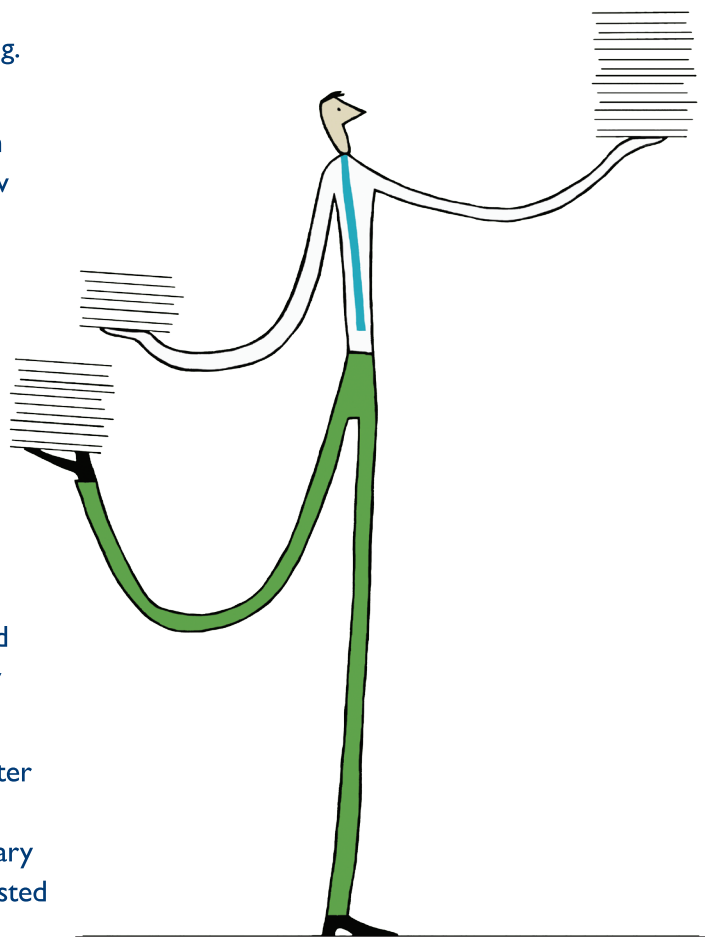
In early 2010, Foster Financial/Planned Benefits was looking for ways to improve their client retention efforts and new business prospecting.

After meeting with their Guardian reps and seeing a demonstration of a beta version of the EnrollmentWorks platform, Foster saw just how quickly they could realize a return on their investment with this amazing new technological solution.

EnrollmentWorks immediately became a pillar of Foster’s business development program. Their first win was with one of the firm’s current clients. Foster was the broker on the client’s medical plans, but the employer was using another broker for their ancillary lines. After demonstrating the EnrollmentWorks platform, the client awarded Foster the “broker of record” on the ancillary benefits for this 2,500 lifecase!

The results were impressive, for both Foster and its client. Participation increased for both Voluntary LTD (from 10% to 40%) and Voluntary Life (from 11% to 38%). The combination boosted Foster’s commission by \$65,000!

“The EnrollmentWorks platform was the real game changer,” said Myles Mendenhall, President Foster Financial/Planned Benefits. “We wouldn’t have won the business without it.”



EnrollmentWorksSM
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For more information, go to aboutemployeebenefits.com/enrollmentworks/