



## *Pay As You Go*

*An Agent Friendly Solution Providing the Tools to  
Compete in the Workers' Compensation  
Market of the Future*

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*Agent & Broker Program Overview*

Workers' Compensation Solutions by  

# Introduction



At Cluett Commercial Insurance Agency our goal is to provide agents with a wide variety of competitive and innovative Workers' Compensation Products. That's why we recently partnered with InsureLinx and InsurePay which are web based solutions designed to automate the Insurance Process. This proprietary software provides a new and better way to access markets for your clients which allows them to manage their cash flow and streamline the premium payment process. As agents this product provides the tools you need to stay competitive in today's market.

# What is

# INSURELINX ?



- A Web Based Insurance Processing and Quoting System with Access to More Than 20 of the Top Companies
- Collects, Stores, Submits and Tracks Applicants Data for a Wide Variety of Insurance Products
- The System has been Embraced by Insurance Professionals for its Ease of Use and Single Entry Multiple Insurer (SEMI) Access

Workers' Compensation Solutions by

INSURELINX

# What is ?



- A “Pay-As-You-Go” Premium Payment Solution which electronically connects with more than **20 companies**
- Uses Actual Payroll Data to Calculate and Collect Premiums vs. Estimates Each Pay Cycle
- Premiums are Debited Directly from Business Owner’s Account and Remitted to Carrier

# Traditional Workers' Compensation Products



- Typically Require Substantial Down Payments and Fixed Payments
- Premiums are Based on Estimated Annual Payroll per Job Classifications
- Year End Final Premium Audits Can Result in Significant Premium Variations
- Much More Labor Intensive For Agency Personnel and Insured

# Pay As You Go Program of Tomorrow



- Eliminate Large Down Payments
- Payments are Based on Actual Payroll vs. Estimated
- Premiums are Automatically Deducted
- No Year End Audit Surprises
- Reduced Administration & Costs
- Simplified Process

# Payroll Company Competition



Many Payroll Companies have discovered the benefits of offering Insurance products. ADP & Paychex have been offering a variety of insurance products with much success. A March 2008 press release indicates Paychex has more than 70,000 clients on “Pay as you Go” Workers’ Compensation.

ADP has hired over 100 Insurance agents and PayChex is planning to have over 300 – both have stated that they want to be the largest agency in the country within 5 years .

***What are you waiting for? Maintain your client relationship by working with our Agent Friendly Payroll Providers!***

# Why



# For Your Clients?



- Eliminate Large Down Payments
- Increases Cash Flow
- Eliminates Writing Checks
- Minimizes Audit Adjustments
- Eliminates Late Payments, Cancellations & Reinstatement Issues
- Easy Integration or Customization with Any Payroll Software or Direct Reporting Format

# Reporting Options through



# Payroll Service or Direct Report



- Client has the Option of using a Payroll Company or Direct Report into the InsureLinx Simplified Payroll System
- Easy to Use Reporting Format can be Exported from Payroll Provider or Clients Current Payroll Reporting Format
- Online Real Time System Allows Clients to Access Payroll History and other Features Such as Certificates and 1099 Reporting
- System Automatically Tracks Monthly Estimated versus Actual Payroll Reporting for Client to View

# Why



# For You?



- **IMMEDIATE ACCESS and SETUP**
- Higher Rate of Client Retention with *Pay-As-You-Go* Products
- Expanded Carrier Opportunities
- Minimize Administrative Time Involved with Audit Issues
- Great Prospecting Tool
- Ability to Compete with Payroll Companies Soliciting Your Clients Directly
- Get a quote within 24-48 hours

# How Does



# Work?

Once Cluett Commercial Insurance Agency has secured a Pay As You Go Policy for your client the administrative process is automated and simplified.



- **Step 1**: Payroll Provider processes payroll and submits data electronically to InsurePay, or Client enters payroll data direct
- **Step 2**: InsurePay Calculates premiums based on the Client's Actual Payroll Data
- **Step 3**: InsurePay notifies Client electronically of the premium due 1-2 days prior to collection
- **Step 4**: InsurePay collects the premium directly from Client through automatic bank draft
- **Step 5**: Insurance Agent and Client have Online Access to Real Time Client Data and Payment History

# How Do I Introduce Pay As You Go to My Clients?



- Co-branded marketing materials
- Webinars or Workshops can be Coordinated through Cluett
- Whatever it TAKES – we are here to help!

# How Do I Get Started?



- Visit our website for more info: [www.cluettinsurance.com](http://www.cluettinsurance.com)
- Or Contact either:

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