

Pres *White* Partnership Programs

We Sell for U (Co-Broker Partnership Program)

The We Sell for U model makes our sales agents available to you to make the sale. Essentially, we become your Group Medical benefits department. When you call, we contact your client as a representative of your company. Some brokerages have even produced business cards with our representatives' names on them.

Most brokers do not have the time to keep up with the many state and federal statutory and regulatory changes relating to medical insurance products. Many forego medical insurance sales, due to this lack of knowledge, fearing a mistake could jeopardize their P&C portfolio. The solution to this problem is in the utilization of the PWA Co-Broker program where you will have the confidence that our experienced agents are helping your client.

You will be licensed directly with the insurance carrier and receive 50% of the broker commission.

Our role in the Co-Broker Partnership program is a rather large one. Since we act as the selling agent, we become the point of contact for your client, resolving any problems and answering any questions. You will not be bothered with day-to-day servicing, though you will be the agent of record.

*We have a strict policy at Pres White Agency, Inc. with regard to contacting clients: we pursue only those lines that have been approved by you, and always on your behalf.