# SMALL BUSINESS REAL TIME QUOTING OVERVIEW

**OBTAIN A QUOTE IN LESS THAN 10 MINUTES!** 

# ENTER PRODUCER VIEW

www.producerview.com



**CREATE NEW QUOTE** Minimum employer information needed to obtain quote

#### **QUOTING CENSUS**

Upload Census or Enter One Employee at a Time Minimum employee data to obtain quote

3	
2	

4

# BUILD BENEFIT PAGE

View rates and select products to include in proposal

PLAN PURCHASE SUMMARY

#### Download and for amail n

Download and/or email proposal

# FOLLOWING THE COMPLETED QUOTE:



#### POINT OF SALE

Select benefit plans to purchase

#### **EMPLOYER INFORMATION**



An Employer Checklist is available to identify what information is entered at time of sale

Information entered will populate the sold case documents facilitating a paperless process

# EMAIL TO EMPLOYER FOR ELECTRONIC SIGNATURE



The Hartford sends email with link to authorized employer representative to e-sign documents

Producer is notified when email is sent and when employer e-signs

# FINAL ENROLLMENT EMAIL TO THE PRODUCER AND EMPLOYER



Provides copies of signed documents with instructions and link to upload final census

The attached enrollment census is pre-populated with employee demographic data provided during quoting, requiring minimal additional information be added prior to uploading (first name, last name, date of hire, etc.)

#### EMPLOYER OR PRODUCER UPLOADS FINAL CENSUS



Case is automatically sent to The Hartford's Implementation Team for approval

#### CASE APPROVAL

Email approval notification is sent to employer and producer

Certificates are available on employer and producer portals. Invoices are available 3-5 days after implementation.





# EXCLUSIVE BENEFITS FOR EMPLOYERS WITH 2-49 EMPLOYEES

- All plans are fully-insured; available in 50 states; fully-automated, secure, paperless online process
- Competitive rates and plan features
- No medical underwriting for Guaranteed Issue coverage<sup>1</sup>
- Rates guaranteed for a minimum of 24 months and all plans renew 10/1
- Group Life and Accidental Death & Dismemberment (AD&D) insurance for employees and dependents<sup>2</sup> (Basic and/or Voluntary plans). Guaranteed Issue amounts for Basic Group Life/AD&D; (i.e., \$50,000 GI for 2-9 lives, \$100,000 GI for 10-24 lives, \$200,000 for 25-99 lives)
- Long-term Disability Benefit Plans.<sup>3</sup> Maximum monthly benefit up to \$10,000, salary gross up, own occupation to Social Security normal retirement age; employee-paid options available to qualified groups
- Short-term Disability Benefit Plans. Weekly benefit amounts up to \$2,000; salary gross up and employee-paid options available to qualified groups
- Employee-paid Critical Illness\* insurance; Accident Insurance and Hospital Indemnity Insurance available to groups with 4+ employees; No census needed to quote
- Business Travel Accident
- Access to Dental and Vision underwritten by United Concordia<sup>4</sup>

# LEARN MORE.

Contact your small business sales executive for more information at **TheHartford.com/sbcontact** 

THE HARTFORD

Business Insurance Employee Benefits Auto Home

The Hartford<sup>®</sup> is The Hartford Financial Services Group, Inc. and its subsidiaries, including underwriting companies Hartford Life and Accident Insurance Company and Hartford Fire Insurance Company. Home Office is Hartford, CT. The Hartford is the administrator for certain group benefits business written by Talcott Resolution Life Insurance Company (formerly known as Hartford Life Insurance Company). All benefits are subject to the terms and conditions of the policy. Policies underwritten by the underwriting companies listed above detail exclusions, limitations, reduction of benefits and terms under which the policies may be continued inforce or discontinued. © 2019 The Hartford.

<sup>2</sup> Includes Domestic Partner.

<sup>3</sup> Long-term Disability Benefit Plans are subject to Pre-existing Condition Limitations without proof of prior coverage. See policy description for details.

<sup>4</sup> Dental plans are administered by United Concordia Companies, Inc., and underwritten by United Concordia Insurance Company and United Concordia Insurance Company of New York. For information about which companies are licensed in your state, visit the "Disclaimers" link at www.UnitedConcordia.com. Administrative and claims offices located at 4401 Deer Path Road, Harrisburg, PA 17110 (888) 483-9930. The Vision Rider is available only with a Group Dental Policy. United Concordia Vision benefits are administered by Davis Vision Insurance Administrators in CA and by Davis Vision Inc. in all other states. Vision discounts are not insurance and are available only from Davis Vision contracted providers. Not all products available in all areas.

\*Critical Illness is referred to as "Specified Disease" in New York.

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<sup>&</sup>lt;sup>1</sup> Disability Plans contain Pre-existing Conditions Limitations. Please see the Master Policy for details.