



ASSURANT
Employee
Benefits®

Increase your commissions by selling voluntary benefits



Assurant Employee Benefits' voluntary sales process is designed with employers and employees in mind. We recognize that your sales efforts contribute significantly to employee participation in a voluntary benefits plan. Participation-based commissions are our reward to producers who follow our process to sell voluntary benefits. The higher the participation levels you achieve, the more you can earn during the first year a coverage is in place.

Products and services marketed by Assurant Employee Benefits are underwritten or provided by Union Security Insurance Company. Insurance products contain limitations, exclusions and restrictions.

You can increase your first-year commissions on voluntary benefits by as much as 15% by working with us to increase employee participation, based on the following guidelines:

Participation	Commission Percentage (first year only)
39.99% or less	Standard (flat 15%)
40.00% to 49.99%	Standard plus 5%
50.00% to 74.99%	Standard plus 10%
75.00% or more	Standard plus 15%

The participation-based commission schedule applies to Voluntary Life, Voluntary Short-Term Disability, Traditional Voluntary Long-Term Disability plans (restrictions apply) and Simple Benefits SolutionsSM coverages.

To qualify for additional first-year compensation, cases must meet the following requirements:

- 50 or more eligible lives
- Personalized enrollment cards must be used (available at no cost)
- Submitted to the Risk Department prior to effective date

We have adopted a “best practices” approach to voluntary benefits enrollment to help you achieve high plan participation and increase your commissions.

Participation-based commissions may be modified at Assurant Employee Benefits’ discretion at any time. This program is not available in New York.

Contact your Assurant Employee Benefits sales representative today for more details!

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