

# Entrust Inc/Insurance Benefit Group Concept

## **How We Work with Our Agents:**

Entrust Inc. / Insurance Benefit Group Inc. offers the most exciting, innovative career opportunity available in today's marketplace. This unique opportunity will include the highest exclusive commission advances, great telemarketed leads, cutting edge health, high risk health & life products, and overall marketing and sales support to ensure you can exceed even your own expectations!

High Advanced Commission Contract.  
and

We don't require you to be captive with us; instead we will captivate you!

## **Our Edge:**

We work hand in hand with our carriers in both product design and compensation. Our mission is to secure your success. Our nationwide agency works on the concept of only contracting Top Sales Producers and then removing all road blocks for them! We are the #1 Marketing Agency in the country for our specific product lines and production!

The information contained in this Agent Guide will give agents a better understanding of the direction Entrust, Inc. is headed. This guide covers:

- Product lines & Providers
- Lead Programs (Free top quality leads) The Best!
- Training & Marketing Support
- Potential Earnings

Entrust, Inc./Insurance Benefit Group Inc. is consistently in the top 5 MGA's nationwide.

# Top Providers

## Entrust / IBG is Proud of its Carrier Relationships

Entrust / IBG has the unique ability to develop and secure cutting edge products designed to eliminate potential competition. We have partnered with - and in some cases have exclusive arrangements with - the following companies:

### Assurant Health

Assurant offers the best Individual Major Medical Plans. Assurant offers its clientele many plan options designed around core benefits such as the highest lifetime maximum available – 8Million, 85 centers for excellence in organ transplants, and is the top provider of the HSA.

Assurant medical plan blows the competition away.

**New plans just released 04/01/2006 –**

Benefits Include;

- Multiple Dr. Visits, 0 deductible Drug Card, 0 Deductible for Critical Illness and Accident, and a 2-year rate guarantee!  
**NEW online submit business with EASE**
- Submit business over the web. Quick issue: underwriting within 24 hours. New procedure makes both selling your client over the phone and face to face - you choose.
- Our agency has our very own dedicated underwriter. Close to 90% of all business submitted is issued in one week or less!

We will also pay you the top commission with a 12 month Advance.

No one will beat our contract!

## **AIG Life**

The nation's premier life insurance company!

We sell 2 products with AIG: Return of Premium Term Life and regular Term Life. AIG has the best rates with the best benefits. We will beat any contract that you have selling life insurance and pay you a 9 month advance. The ease of doing business will shock you!

- A) We offer the highest commission and largest advances
- B) And it's ridiculously easy to do business
  - i) What you will be asked to get
    - 1) name
    - 2) SS#
    - 3) amount of benefit
    - 4) a few other questions
  - ii) What you will not be asked to do – because we do it Here in the back office
    - 1) you won't ask for a check
    - 2) you won't ask any medical questions
    - 3) you won't order a paramed

**We Do All That For You!**

Experience: Rates that will blow you away, ease of doing business and the highest compensation and advance contracts!

## **Lead Program**

Entrust, Inc. / Insurance Benefit Group, Inc. owns and operates our very own telemarketing lead room. There are over 100 telemarketers working for you. We understand the lead dilemma that you are facing. Tired of working internet leads, or buying telemarketed leads that have no value? No more beating your head against the wall! We set the highest quality leads - HANDS DOWN! When you contract with us and finish your training you begin getting these leads free immediately. And as long as you keep producing, you will keep receiving these great leads FREE!

After you receive your 1<sup>st</sup> batch of these leads, you will be ecstatic! You may ask how we are able to do this. Fair question. Even though we are one of the largest producing agencies, we produce with a select few. We look for individuals who will place their major medical and term life with us. We don't care what else you sell. And in return, we provide you with leads and compensation.

We are now contracting Managers and Agents in select areas where we need production and have leads. After our 75 day campaign is over, we will have no more positions available.

It's that simple!

# Marketing, Training, & Administrative Support

Intense, innovative training programs are available for our agents. As a representative you will understand the following;

- Product Knowledge – all products from the smallest detail!
- Lead calling and appointment setting
- Sales presentation and closing techniques
- Phone web selling

## **Sales Training (3 Segments)**

1<sup>st</sup>

### **Initial Training Classes**

Classes are every 3 weeks. Each 3-day session covers all basics of product knowledge, lead calling, and presentation work. You will experience hands on training. We include top sales closers on every call. Initial training sessions are broken into 3 day, 2 to 2 ½ hour increments. To participate, all you need is a telephone and preferably a computer to follow along visually.

*Definitely the most innovative and ongoing training you will ever experience!*

2<sup>nd</sup>

### **Weekly Conference Calls**

Telephone and web training every Monday from 4pm Central to 6pm Central. Each week we review sales techniques, focus on a specific product and give updates on Entrust announcements.

3<sup>rd</sup>

Quarterly, Intense, Face to Face, 3-day training programs

Agents will be responsible for airfare. Entrust Inc / Insurance Benefit Group Inc. provides Hotel & Meals. This training will review all learned activities. You will also learn inside sales from our expert sales staff. (Our inside sales team of 8 individuals writes in excess of 80 applications per week – never meeting a client face to face!)

Agents are also free for individual specific training one on one at any time in person or over the phone & web. Just make an appointment and consider it done!

All Trainings are optional.

## Administration

*Over 10 years of administrative expertise* manifests itself in the fastest issuance, highest issued percentage and friendliest support. The average time a policy takes to be issued through our office is under 2 weeks, but it can take as little as 48 hours! We get over 80% of the applications we receive approved! We have underwriting specialists who focus on one carrier.

- **Issuance in 48 Hours!**
  - **Over 80% Issued!**
  - **Personal Attention!**

**If you are a TOP sales professional, get on board and start receiving:**

- The best cutting edge innovative products to sell
- No middle-man. Receive the Highest Advanced Commissions
- Receive the BEST Marketing support & training ever developed
- 2<sup>nd</sup> to none Telemarketing and Internet leads that you receive free through production
- Choose your sales format
  - A. Meet your clients face to face
  - B. Sell by phone
  - C. Sell over the internet
- Make well over \$180,000 per year!
- Exotic Free Vacation & Trips

***In closing, give us 60 days, and we will change your life!***

**GOOD SELLING!**

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*Group Inc.*

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