

Enrollment Support

For large cases, we recommend using a third-party enrollment organization that is expert in LTCi. The benefits of doing so:

1. They have strong LTCi knowledge and experience, specific to enrollment at the work-site.
2. They have procedures, tools and services honed to employer-sponsored business.
3. Those strengths should assure excellent service.
4. They also typically generate more premium for a particular group. So, if the employer's broker gets commissioned on x% of the premium, he/she is likely to get more than x% of the compensation he/she would have earned enrolling the case personally.

Most commonly, we recommend AGIS. AGIS has specialized in LTCi enrollment for more than 20 years.

We can also recommend other enrollers if you'd like. You might like to split a smaller case with a local LTCi specialist, for example. We could perhaps introduce you to such a person.

Of course, you can use an enroller you select, or you could enroll the case yourself.

If you enroll the case yourself, we may be able to help you in planning and providing email communications, a PowerPoint presentation, our funny 7-minute enrollment meeting film ("The Future Zone"), and other items that might be helpful such as a timeline, a memorandum of understanding with the employee, a sample Board resolution, etc.