








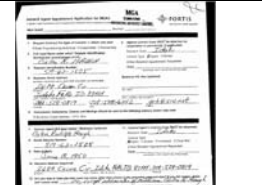
Assurant Training for Agents with Simmons Benefits Group, Inc.

Check off all items in this guide as you implement Assurant's Health Access solution for a changing market. For assistance call Peter at Simmons Benefit Group, Idaho Falls, ID. Phone 800-337-5407 Ext. 1009.

Getting Appointed with Assurant through SBGI's IEZ Quote System


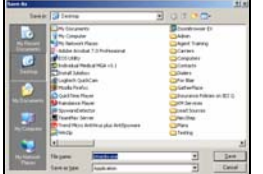

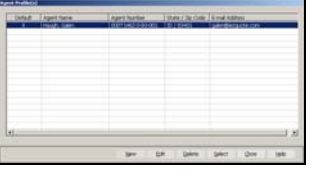




Ask your managing agent at SBGI for your user name and password to this free on-line Internet system.

User Name: _____ Password: _____

<input type="checkbox"/> Select the Members tab for www.IEZQuote.com .	<input type="checkbox"/> Agree to the Terms of Use (bottom of page).	<input type="checkbox"/> Agent's Main Menu—click My Info to add your information.	<input type="checkbox"/> Add Public and Private Information through beneficiary (2nd pg).
			
<input type="checkbox"/> Click Application Forms and find appointment form for Assurant.	<input type="checkbox"/> Appointment Forms are data-populated! Fill in the blanks and print.	<input type="checkbox"/> Add your Insurance License and E & O contract.	<input type="checkbox"/> Fax Completed Forms to 208-227-1788.
			

Quoting with Assurant's Individual Medical Desktop Software

After logging into www.iezquote.com/members, click on the [Software/Mobile Office Updates](#) link under the Navigator, then right-click on "**Button 4: Time Individual Medical**" and select Save Target As to save file imsetupmga.exe to your Desktop. After downloading the file, double click to install it.




<input type="checkbox"/> Download Desktop Software from IEZ Quote (Button 4).	<input type="checkbox"/> Save IM Quoting Software to your Desktop then install.	<input type="checkbox"/> Launch program and Enter Agency Data from the Tools Menu.	<input type="checkbox"/> Enter Agent Profile from the Tools Menu.
			
<input type="checkbox"/> Enter Client Information starting with the ZIP Code.	<input type="checkbox"/> Print Manager with selectable sections.	<input type="checkbox"/> Delivery Letter by email or postal mail.	<input type="checkbox"/> Upload to Assurant's EASE procedure (more on this later).
			

Insurance Products from Assurant, starting with their new Health Access plan









So many people can't afford an HMO or PPO plan that Assurant's Health Access is the best solution.

<input type="checkbox"/> Health Access— Individuals & Families. 	<input type="checkbox"/> Health Access— Employers. 	<input type="checkbox"/> Health Access— Employees. 	<input type="checkbox"/> One Decreasing Deductible. 
<input type="checkbox"/> SaveRight Elite. 	<input type="checkbox"/> CoreMed Elite. 	<input type="checkbox"/> MaxPlan Elite. 	<input type="checkbox"/> RightStart Elite 
<input type="checkbox"/> Temporary Health Insurance. 	<input type="checkbox"/> HealthSaver. 	<input type="checkbox"/> Patient Care. 	<input type="checkbox"/> TelaDoc Medical Services. 

Track Pending, Production, and Commissions with SBGI's IEZ Quote System

<input type="checkbox"/> Click the Members tab for www.IEZQuote.com and log in. 	<input type="checkbox"/> Pending for Assurant clients is posted daily. 	<input type="checkbox"/> Monthly Production Summary Reports with a few clicks 	<input type="checkbox"/> Commissions are paid and posted biweekly. 
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Generate Leads, Referrals and Ancillary Sales with SBGI's IEZ Quote System

<input type="checkbox"/> Main Menu—click Orders under Contacts and Leads. 	<input type="checkbox"/> Use the Phone Interview Screen for telemarketed leads. 	<input type="checkbox"/> Our fast leads delivery system is free of charge. 	<input type="checkbox"/> Lead Details with contact manager. 
<input type="checkbox"/> Add your Individual Referrals, too. 	<input type="checkbox"/> Clients have a Portal to IEZ Quote, too! 	<input type="checkbox"/> Clients can access Online Products. 	<input type="checkbox"/> And a Life Insurance Quote Engine. 

Agent Library at AssurantHealthSales.com


After getting your Assurant number (1-2 weeks), set up an account on the www.AssurantHealthSales.com Web site.

Assurant #: _____ User Name: _____ Password: _____

<input type="checkbox"/> Setting up a Web account with Assurant (your agent number is required).	<input type="checkbox"/> Agent Library link then click "Start Here".	<input type="checkbox"/> Click on Quoting (Assurant's Online Quoting).	<input type="checkbox"/> NEW Quote and Submit Individual Plans for Employees.
			
<input type="checkbox"/> Take a Test Drive (link on the Sales Home page).	<input type="checkbox"/> SuiteSolutions.	<input type="checkbox"/> HSA Basics Elite.	<input type="checkbox"/> KeyMed—limited benefit hospital/surgical plan.
			

Additional Sales Support with Assurant's Web site

Assurant's Web site offers so much more:

<input type="checkbox"/> Log in with your user name and password.	<input type="checkbox"/> Find a Form: Select a State then a Category for a list of all applicable forms.	<input type="checkbox"/> Free Website you can personalize and distribute to all your clients!	<input type="checkbox"/> My Book: Your book of business with a contact manager.
			

As soon as you've sold one Health Access plan with SBGI, you get a free Concorde Ballpoint Pen & Roller Ball Gift Set. Submit this form with all the check boxes marked off and fax this form to us with your signature:

Name Signature Date

After you've sold five (5) Health Access or other Major Medical policies with Assurant through SBGI, you've earned a Weathertec Shoreline Jacket. The item can be found on the www.AssurantHealthSales.com site under the Assurant Merchandise and Active Wear option. These are available for ladies and men in a range of sizes and colors; please specify: Weathertec Shoreline Jacket size: _____ and color: _____.

Name Signature Date

When eligible for your prizes, print your name, then sign, date, and fax this page to Simmons Benefit Group, Inc at 208-227-1788.