

# WHEN YOUR INSURANCE CARRIER LOVES SMALL BUSINESS, IT SHOWS



## 2024 ENHANCED COMMISSION SCHEDULE

Earn even more on new and renewal business that our Inside Sales team sells:

	New	Renewal
Spectrum® BOP	15%	12%
Spectrum® Real Estate	12%	10%
Spectrum® Real Estate/ Restaurants (CA)	10%	10%
Workers' Compensation	10%	8%
Business Auto	10%	10%
Tech E&O/MPL	15%	15%

## LET THE HARTFORD'S INSIDE SALES TEAM DO THE WORK TO TURN THOSE SMALL BUSINESS LEADS INTO REVENUE FOR YOUR AGENCY

There can be any number of reasons your agency isn't taking advantage of small business leads from newer or more established customers. But the truth is those policies can add up quickly and you could be missing out on a big opportunity.

### Exceptional Service

Our Inside Sales team can help keep that from happening. With a service you won't find at most carriers, you can trust our licensed sales professionals to write business on behalf of your agency. You still get the commission and remain the agent of record – we take on the errors and omissions exposure.

### All you need to do:



Complete the [digital lead referral form](#) when the prospect contacts your agent for a quote.

Visit our [Appetite Guide](#), accessible through the EBC, for a complete list of eligible classes.

Using a consultative sales approach, we stay in constant contact with your customer. And every member of our Inside Sales team is top-notch – so no matter who your customer's speaking to, the experience will be professional and always in their best interest.

## WHAT YOU GET WITH OUR SALES TEAM



### People

We have 75+ licensed sales professionals ready to support your agency's growth.



### Revenue

Let us handle these accounts. You'll have more time to focus on winning new accounts and growing your business.



### Expertise

On average, we bind more than 50% of the quotes we present, which includes general liability, property, workers' comp and business auto coverage along with professional liability and bond. Remember that you remain the agent of record. The Hartford has the errors and omissions exposure.



### Time

Closing these accounts takes time and money. With us, you've got a partner you can trust to take care of your customers.

## GETTING STARTED IS EASY



**Warm Phone Transfer.** Simply call **877-495-8542**, Monday – Friday 8 a.m. ET to 7 p.m. ET. Your call will receive prompt attention.



Submit your lead today through our [digital lead form](#)!

**Be sure to include your Policyholder Service (PHS) Producer Code** so we can quote and bind on behalf of your agency!

**WINNING IN SMALL COMMERCIAL ISN'T ABOUT ONE THING – IT'S ABOUT EVERYTHING.**

**SEND OUR INSIDE SALES TEAM YOUR NEXT LEAD TODAY!**



**THE  
HARTFORD**

Property  
Liability  
Workers' Comp  
Business Auto

The Hartford® is Hartford Fire Insurance Company and its affiliated property and casualty insurance companies, 690 Asylum Avenue, Hartford, CT 06155.

Certain coverages vary by state and may not be available to all businesses. All Hartford coverages and services described on this page may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. In AZ, CA, NH, TX and WA this insurance is written by Sentinel Insurance Company, Ltd., Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Property and Casualty Insurance Company of Hartford, Hartford Underwriters Insurance Company, Twin City Fire Insurance Company, Hartford Accident and Indemnity Company and Hartford Fire Insurance Company.

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