

the**valleongroup**



## WHAT thevalleongroup

### PROVIDES FOR CLIENTS

As one of the largest and most reputable PEO Brokerage Services in the nation, thevalleongroup is the primary choice for insurance agents, CPAs, Risk Managers, and other professionals seeking solutions for their client's Payroll Administration, Workers' Compensation, and Staff Leasing needs.

### QUOTE ONLINE AT [www.valleon.com](http://www.valleon.com)

- Quoting online is made quick and easy by immediate underwriting and instant quoting
- Printable quotes and applications reduce your waiting time! Once your instant quote pops up, you are ready to present and close a new piece of business.
- You will have the ability to view and edit your prospects' information online at the thevalleongroup Agent Interface

### GENERATE INCOME

thevalleongroup pays excellent placement bonuses in addition to commission on each account referred.

- For small accounts (annual payroll under \$250,000) you will receive a one time bonus for \$150 once the client has run their first payroll
- For large accounts (annual payroll over \$250,000) you will receive a one time check for \$250 once the client has run their first payroll

thevalleongroup targets  
up to 30% saving on  
insurance costs



The benefits of commission based on payroll rather than premium.

Payroll	\$200,000
WC Rate	20%
Standard Workers Compensation Premium	\$40,000
Typical agent commission through WC insurance at 5% premium	Typical agent commission through thevalleongroup at 3% of payroll
\$2,000	\$6,000

- As the example shows, thevalleongroup's payroll-based commission structure gives you the opportunity to earn thousands more than the standard premium based commission structure.
- When quoting with thevalleongroup you can earn up to 3% of the reported payroll in commissions.

## INCREASE RETENTION

- thevalleongroup achieves significantly higher retention than traditional insurance programs. You have more time to develop new business instead of struggling to maintain existing customers.
- Existing accounts are protected from other agents who may present your business to thevalleongroup.

## REDUCE BUSINESS COSTS

- Managing the day-to-day maintenance of your clients, thevalleongroup eliminates the high cost of servicing small and medium size businesses. Since thevalleongroup provides a continual, open-ended agreement with your clients, there are no renewals. Therefore, you do not need to gather new or updated information every year.
- thevalleongroup provides your producers with marketing materials and field sales support from a trained representative.

## ONLINE QUOTING—HOW TO GET STARTED

- Go to [www.valleon.com](http://www.valleon.com) and click on “Register with us” link. Registration will generate a prefilled producer agreement. Print, read, sign and fax that to us at 972.323.9750 and you are ready to log on.
- You can now log in and start quoting. The log in is located at [www.valleon.com](http://www.valleon.com). Enter your FEIN/Agent ID in the Login box and your password that you specified in the registration process.
- Once you are logged in, you will be directed to the Agent Interface. Follow the instructions to begin your online submission. If you have any questions contact an agent at thevalleongroup, 972.323.9777.



**T**he word Valleon stems from the Latin 'val', meaning strong and worthy, and 'leon', the Latin word for lion. At the**valleongroup**, we are committed to live up to the expectations that our name imposes by ever strengthening our infrastructure, our ties with our agents, and the financial status of our clients. The lion, a symbol of strength, integrity, and honor, embodies the spirit of the word Valleon... the spirit of our firm.



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