

The Grove Agency's Value Proposition



Experienced Team

Enrollment Technology

Employee Education

Protecting an Employee and Family's Quality of Life

Who We Are

- *Our approach to all new clients is to eliminate their paper enrollment processes and establish a strategy for long term benefit administration and enrollment support.*
- For over 18 years, our Enrollment Firm has provided Broker Partners and their clients Enrollment Technology, Benefit Education and Voluntary Benefits.
- Our firm's two primary, Worksite Carriers are; Colonial Life and UNUM.
- We provide Enrollment Services to companies down to 10 eligible lives to 1,000+ eligible lives.
 - Under 100 eligible lives, we work exclusively with Colonial Life.
- We have local and national enrollment teams including a full-time, Call Center Team licensed in all 50 states.
- Many of our enrollments involve core benefit communication and enrollment. In 2016, we enrolled over \$500 million of core benefits, not including Voluntary, Worksite premium.

Experienced Team

- Marc Grove, President, 20 years in Voluntary Benefits
- Andrew Grimsley, Enrollment Manager, 10 years with our agency.
- Meghan Lucas, Elizabeth Langevin, Nicole Brown & Carrie Flaten; New Client and Annual Enrollment Implementation Managers, 16+ years.
- Jill Lambert and Nicole Brown, Case Builders for EaseCentral, over 10 years combined.
- Paul Schrupp, Client Manager and Customer Service

Enrollment Technology

- We help our clients and broker partners identify their *Enrollment & Technology Challenges*. We offer enrollment strategies and solutions for the annual open enrollment and new hire enrollment.
- Our agency's primary enrollment platform is *EaseCentral*, however, we enroll employees on any Benefits Administration System.

Employee Education

- 1-to-1, onsite enrollment; Call Center enrollment or Self-Enroll
- Total Compensation Statements and Summary of Final, Benefit Elections
- Custom Benefit Videos for pre-enrollment communication and Ben Admin System.

Protecting an Employee and Family's Quality of Life

- Voluntary Short Term Disability
- Voluntary Accident
- Voluntary Cancer & Critical Illness
- Voluntary Term & Whole Life