

MetLife

For your anything-but-small clients

Donna Moodie,
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Small business is good business

Recommending solutions that help small business clients meet their employees' benefit needs — while balancing budget concerns — is no small challenge. Put our Multi-Product Advantage to work.

Designed especially for clients with 10-99 employees the Multi-Product Advantage delivers:

- The broad range of product options clients need
- Additional one-time compensation for qualifying cases

A MULTI-PRODUCT ADVANTAGE FOR SMALL BUSINESSES
Maximize your clients' benefits programs

Deliver More
Helping our clients with smaller budgets can be a challenge. Our Multi-Product Advantage offers a broad range of product options and great design options for the better protection and peace of mind your clients need. This is why we've created the Multi-Product Advantage, our new one-time compensation program.

How It Works

STEP 1: Sell a dental plan and at least two other coverages from two or more of the different product groups.

Coverage	Description	Benefit
Dental	Must be a dental plan with a benefit of at least \$1,000 per year.	1.5% of annualized total premium
Medical	Must be a medical plan with a benefit of at least \$1,000 per year.	1.5% of annualized total premium
Life	Must be a life plan with a benefit of at least \$1,000 per year.	1.5% of annualized total premium

STEP 2: Verify qualifying criteria and assess each case for:

- Eligibility
- 90-day waiting period
- 90-day waiting period for dental
- All coverage, 100% and dependent of the same time

STEP 3: Issue a one-time compensation payment of 1.5% of the annualized premium for each product sold, over compensation received in the first year.

The Resulting Advantage

- Additional one-time compensation for qualifying cases
- No additional premium for the one-time compensation for "qualified" cases
- No additional administrative costs

Customer Success Solutions | Exceptional Service | Business Expertise

MetLife

Here's how it works:

When brokers **sell dental plus 2 other qualifying coverages**, they can **earn a one-time compensation payment of 1.5% of the annualized total premium** – in addition to regular commissions.

[Download the details](#)

Put our small business expertise and product options to work.