

IMAGINE MAKING MORE MONEY  
WITHOUT DOING MORE WORK.



**2020 ENHANCED  
COMMISSION SCHEDULE**

Earn even more on new and renewal business (target and non-target) that our Inside Sales team sells:

	New	Renewal
Spectrum® BOP	15%	12%
Workers' Compensation	10%	8%
Business Auto	10%	10%

**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 smaller premium leads. But the truth is those small policies can add up quickly and you could be missing out on a big opportunity.

**Exceptional Service.**

The Hartford's Inside Sales team can help you keep that from happening with licensed sales underwriters ready to write business on your agency's behalf. You still receive commission and remain the agent of record. The Hartford has the errors and omissions exposure.

**All you need to do:**



Is provide the prospect's contact information to us when they contact your agency for a quote.

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

**From there The Hartford's Inside Sales team will:**

- Make six contact attempts. Three by phone; three by email within 24 hours of receiving the lead.
- Deliver a quote using a consultative sales approach.
- Bind coverage and issue a certificate of insurance - all in one call.
- Inform you of the outcome of the lead via email.

**Sold policies are serviced by our Policyholder Services Team.**

## WHAT YOU GET WITH OUR SALES TEAM



### People

We have 50 licensed underwriters and managers ready to support your agency's growth.



### Revenue

On behalf of our agents, we wrote almost 39,000 new policies in 2019.



### Expertise

We typically bind more than 55% of the quotes we present, which includes 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

We handled 350,000+ calls – inbound and outbound – in 2019.



### Service

All of those calls in 2019 were answered on average within ~35 seconds.



### Availability

We can act and take on leads on your behalf at any time for any situation with licensed sales underwriters available for extended hours, Monday – Friday 8 a.m. ET to 7 p.m. ET.



### High Approval Score

Favorable NPS of 93 on quotes issued in 2019.\*

## GETTING STARTED IS EASY



**Warm Phone Transfer.** Simply call **1-877-495-8542**. Our average speed of answer is about 30 seconds so your call will receive prompt attention.



**Email.** Send the prospect's name and phone number to us at [Specialized.Sales@TheHartford.com](mailto:Specialized.Sales@TheHartford.com).

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

**PUT THE POWER OF SMALL TO WORK FOR YOU.  
SEND OUR INSIDE SALES TEAM YOUR NEXT LEAD TODAY!**



**THE  
HARTFORD**

Property  
Liability  
Workers' Comp  
Business Auto

\* Net Promoter Score (NPS) measures the willingness of customers to recommend a company's products or services to others.

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 TX, 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. In CA by Sentinel Insurance Company, Ltd. (CA license # 8701) and its property and casualty insurance company affiliates, One Hartford Plaza, Hartford, CT 06155.

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