

# LET OUR EXPERIENCE OPEN NEW DOORS ON YOUR GSI OPPORTUNITIES

If you're not actively selling the GSI program from Hanleigh to your Lawyer, CEO/Executive, or other white-collar clients, you are missing a big opportunity for increased commissions.

Your existing Lawyer, Executive, and other white-collar clients are prime candidates to expand your commissions by selling them mutually beneficial GSI coverage.

Many times these important clients are part of a larger group, or can organize a group of similar professionals, that can be issued disability insurance on a guaranteed basis utilizing GSI coverage. This means increased commissions for you and better coverage for your clients. It's truly a win-win situation and an opportunity you can't afford to pass up.

To get started, show them the advantages of using a GSI policy. Take this case study as an example:

**Law Firm with 50 partners earning high six to low seven figures annually. Their existing Group LTD coverage was capped at \$15,000 per month of taxable benefit, \$9,750 per month after taxes\* and an additional \$10,000 of Individual DI. This scenario only protected 20% of the partners total income.**

*\* assumes Group LTD benefits are taxable at a rate of 35%*

## The Hanleigh Solution:

Hanleigh provided up to an additional \$75,000 per month of excess GSI coverage with 100% participation. A single-page application with census data to verify earned incomes is the only underwriting requirement to implement this program. An additional coverage up to \$100,000 per month, available with full underwriting, was made available to those that qualified on a voluntary basis.

## Hanleigh GSI Advantages:

- Pioneers who brought GSI to
- Largest GSI book in the excess world
- Custom Enrollment strategy
- Ability to enroll thousands of lives
- Upwards of 100 years of combined GSI Underwriting and implementation expertise
- The only excess GSI provider with formal US domestic disability and risk management expertise

Not sure how to get started? Relax. Hanleigh can help. Contact our group of GSI experts who can fill you in on this mega-commission opportunity that is passing you by.

Beware of these <i>red flags</i> when selecting your excess GSI provider...	
<b>Red Flags</b> <ul style="list-style-type: none"><li>• Limited or No Enrollment Strategy</li><li>• Lack of Privacy/Security Policies</li><li>• Inexperienced Infrastructure &amp; Case Management</li><li>• No Dedicated GSI Team</li></ul>	<b>The Hanleigh Way</b> <ul style="list-style-type: none"><li>• State of the Art E-Enrollment Tool</li><li>• ROBUST Security</li><li>• 10 Years of Infrastructure &amp; Case Management</li><li>• Dedicated GSI Team</li></ul>



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