



10 Reasons Why We're the Place to Put Your DI Business

As one of the nation's largest insurance brokerage agencies, Crump offers some of the most comprehensive sales, marketing, and medical underwriting support available in the industry today.

- 1 Disability Insurance is Our Specialty**

Approaching 25 years of disability insurance experience, we can assist you in recommending a plan that addresses your clients' needs at a competitive premium.
- 2 Dedicated Disability Insurance Team**

A committed team of wholesalers, sales support teammates, and case managers is ready to help with your disability insurance sales. From product selection assistance and guidance on complex cases, to pre-sale support and application processing, the Crump Disability Solution Center can help you grow your business.
- 3 Strong Carrier Relationships**

We work with carriers on your clients' behalf. Our dedicated and long-standing relationships with our carriers provide outstanding service and exceptional support for you and your clients. Carriers include Assurity, FSL, Guardian, Hanleigh, Illinois Mutual, Mutual of Omaha, Petersen, Principal, and The Standard—and we continue to grow.
- 4 Products to Meet Your Clients' Hard-to-Underwrite Needs**

With multiple carrier options, we have the capability to assist in placing your medically impaired cases—including cases that have been declined by other carriers.
- 5 Underwriting Experience**

Our extensive experience with health underwriting provides an advantage when matching your clients' individual health issues with a suitable carrier.
- 6 The Right Marketing Tools**

From comprehensive carrier and product summaries, to training and marketing materials, we provide the resources you need to successfully sell disability insurance, along with the compliance controls and regulatory support help to make sure you do it right!
- 7 Extensive Online Resources**

Our web site provides carrier software and form downloads, online illustration and material requests, as well as additional marketing support. Our focus is on expanding our technology offerings, allowing you to take advantage of all the digital options available.
- 8 Education and Training Opportunities**

We offer webinars and seminars on current and new products and desired sales knowledge, as well as keep you up-to-date on compliance and regulatory processes.
- 9 Streamline Your Insurance Business Processing**

Our Transaction Center is designed to accelerate your insurance business processing—giving you more time to sell. It includes a growing number of electronic solutions including Drop Ticket, eApps, Upload, and Contracting, and more.
- 10 Multi-Life and Guaranteed Issue Marketplace**

Our teammates are experienced in the multi-life market to assist in navigating through the sales and placement process.

To learn more, contact the Crump Disability Solution Center at 800.582.7785, option 2 or disupportcenter@crump.com

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