

# The Group Insurance Newsletter



Published by:

**Companion Life**

Rated A+ (Superior) by A.M. Best

*"Your Source For Group Term Life, AD&D, STD, LTD and Dental Coverage"*

## Demand for Voluntary Products is on the Rise!



The ongoing increase in the cost of group health insurance has forced more and more "cost shifting" by employers to employees. As a result, Voluntary Products paid for by the employees continue to grow in popularity. Companion Life is pleased to offer a complete portfolio of competitive Voluntary Products,

including Group Life, STD, LTD, Dental, and Vision to help meet the needs of our insureds and producers.

Selling our Voluntary Products has never been easier! Companion Life offers product-specific employee brochures, marketing materials, personalized illustration software and enrollment support to help you close more sales! My Benefits Companion<sup>sm</sup> offers the convenience of online administration plus many other valuable features. Learn more about our software and online tools at [www.companionlife.com](http://www.companionlife.com). Select Online Tools from the homepage. You'll find links to our software, online matrixes and our Voluntary Products Enrollment guide. This informative booklet offers tips on selling our Voluntary product line. Our five-point formula will help you sell more!

Please visit us at [www.CompanionLife.com](http://www.CompanionLife.com) for more information, or contact Group Marketing at 1-800-753-0404. Voluntary Products from Companion Life - the right products for the right time!

## New Vision Discount and Hearing Services Plans!

Companion Life is pleased to announce our new Vision Discount Plan and Hearing Services Plan. These value-added plans are available to all employees and dependents enrolled in our Companion Life Dental Plans.

The Vision Discount Plan is a managed care program combining unlimited choice with high quality and value. And it is provided free of charge! This plan gives employees and their dependents immediate discounts on eye exams, frames, lenses, contact lenses, and even laser Vision correction when a participating EyeMed Vision Care provider is used. The EyeMed network includes thousands of conveniently located vision care providers and optical retailers, including Lenscrafters®, Target Optical® and most Sears Optical®, and Pearle Vision® locations.

The Hearing Services Plan is provided through EPIC (Ear Professionals International Corporation), our hearing services partner. The Hearing Services Plan benefits and savings include the following: hearing tests, hearing aids, hearing aid batteries, hearing aid cleaning supplies and accessories, ear protection, swim plugs, musician earplugs, assistive listening devices, TV ears (amplifies and clarifies television) and alerting and Signaling devices.

Companion Life is pleased to provide these new value-added plans for our Dental insureds. For more information and to receive our Vision Discount Plan and Hearing Services Plan flyers, please contact group marketing at 1-800-753-0404.

## Bermuda 2007 - A View to Thrill! Companion Life's Leaders Conference July 17-22, 2007



Get your passport ready! Five nights and six days at the luxurious Fairmont Southampton Princess with all the charm and beauty Bermuda has to offer. New cases sold with effective dates of January 1st, 2006, to December 15th, 2006 count toward qualification, and all you need to qualify at Level I is \$75,000 of new, annualized premium.\* The "meter is running," so get your proposal requests in to [proposals@companiongroup.com](mailto:proposals@companiongroup.com) as soon as possible! For more information, please contact Group Marketing at 1-800-753-0404.

*\*All contest rules apply for qualification.*



**Need a rapid quote?** Then e-mail your requests directly to [proposals@companiongroup.com](mailto:proposals@companiongroup.com)!

**Some products not available in all states.**