

IMAGINE MAKING  
MORE MONEY  
WITHOUT DOING  
MORE WORK.



**2022 ENHANCED  
COMMISSION SCHEDULE**

Earn even more on new and renewal business that our Inside Sales team sells:

|                       | New | Renewal |
|-----------------------|-----|---------|
| Spectrum® BOP         | 15% | 12%     |
| Workers' Compensation | 10% | 8%      |
| Business Auto         | 10% | 10%     |
| Tech E&O/MPL          | 15% | 15%     |

**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 professionals 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:**



Complete the [digital lead referral form](#) when the prospect contacts your agent 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 on qualified leads using a consultative sales approach.
- Take payment and bind coverage - 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 65+ licensed sales professionals ready to support your agency's growth.



### Revenue

On behalf of our agents, we wrote over 14,000 policies in 2021.



### Expertise

On average, we bind more than 55% of the quotes we present, which includes general 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 a total of 270,000+ calls in 2021.



### Service

Our calls have been answered on average within ~49 seconds.



### Availability

We can act and take on leads on your behalf with licensed sales professionals available for extended hours, Monday - Friday 8 a.m. ET to 7 p.m. ET.



### High Approval Score

Favorable NPS of 90 on quotes issued.\*

## GETTING STARTED IS EASY



**Warm Phone Transfer.** Simply call **877-495-8542**. Our average speed of answer is about 49 seconds so your call will receive prompt attention.



Submit your lead today through our [digital lead form](#)!

**Be sure to include your Policyholder Service (PHS) 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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