

Nearly 180,000 New, Serious Small Group Prospects!

Now providing coverage of the **SMALL** group market. (2-99 employees).

This database contains nearly 180,000 small groups covering corporations, non profits and government entities. They all purchase some combination of medical (indemnity) as well as HMO and PPO coverage. They also buy dental, vision, dependent care, employee group life, accidental death & dismemberment, short and long term disability. (Prime prospects for payroll deduction programs as well!)



All the data that you need to efficiently approach this hard to locate small employer market. Names, addresses, telephone numbers, contact names and titles, NAIC codes, plan names, number of employees, original effective date of the plans, the renewal month and sales volume.

Locate new clients:

This data can be used in a targeted, specific sales campaign to successfully sell your products and services. Increase your sales now at pennies per prospect!

NOTE: The government no longer requires that fringe/Section 125 plans file a Form 5500. To keep the data as fresh and accurate as possible, we send the entire file through the National Change of Address System, putting in new addresses and deleting companies who have moved with no forwarding address. We append up-to-date phone numbers and fresh contact names. This file is refreshed twice per year to keep it up to date for your calls and mailing efforts.

Samples of Data

TEXAS-DALLAS/FT. WORTH & SURROUNDING AREA BOOK NO. 75

Newbold Printers, Inc.
24011 Business Parkway
Richardson, TX 75070
Telephone (214) 000-8414 NAIC Code.....899911
Contact.....Mr. Robert Bard, President
Plan Name....Premium Conversion Plan
Original Effective Date...6-1-96
Renewal Month:..December
No. of Employees: 75 Approx. Sales Volume: \$2-3 million

SO. CALIFORNIA BOOK NO. 6

ABC Electrical Contractors, Inc.
1300 Avocado Avenue, Suite 207
Newport Beach, CA 92660
Telephone (714) 000-0581 NAIC Code.....738923
Contact.....Mr. John Baxter, President
Plan Name....Section 125 Benefit Plan
Original Effective Date: 4-1-96 Renewal Month:....March
No. of Employees...9
Approx. Sales Volume...\$500,000 - 1 million

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The American Directory of Group Insurance Plans, and The Directory of Self-Funded Group Plans. The new online versions have powerful capabilities and easy to use features.

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