



**Judy  
Diamond  
Associates, Inc.**

# **Solutions for Carriers**

# LEAD GENERATION FOR YOUR DISTRIBUTION NETWORK

Increasing the productivity of your wholesalers and MGAs is a critical step in growing your market share. Only by filling your sales pipeline with qualified leads can you shorten the sales cycle and expand your total book of business. We designed our *American Directory of Group Insurance* specifically to uncover new prospects in your markets and put vital employer plan information into the hands of the agents and brokers selling your products. By including Group in your selling strategy, you can give your sales force a significant competitive advantage.

## American Directory of Group Insurance

The *American Directory of Group Insurance* is the leading prospecting tool for the large U.S. group health and welfare market. This tool combines the plan information collected by the Department of Labor with our exclusive directory of employer key decision-makers and plan analytical tools. The result is unparalleled competitive intelligence and access to grow your market share.



Export data in a format that is compatible with most CRM systems.

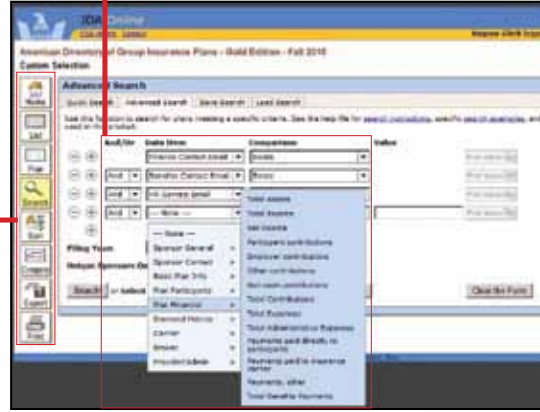
Organized plan financial data.

Form 5500 history.

Graphical plan analytics to support your sales pitch.



Search for prospects with the right contact information and the right plan criteria.



Find, Compare, and Print information about your latest prospects.



Contact information for plan decision-makers.

The employer contact information in the *American Directory of Group Insurance* and *The Directory of Self-Funded Group Plans* is collected on the ERISA Form 5500 and is verified and amended by Judy Diamond Associates to compile the most complete, accurate, and current directories of large group health and welfare prospects available anywhere.

## The Directory of Self-Funded Group Plans

The *Directory of Self-Funded Group Plans* is a powerful prospecting tool designed to pinpoint prospective clients in the lucrative self-funded market. But unlike Group, it focuses exclusively on the self-funded market and gives you the ability to search for TPAs and other services providers who were paid more than \$5,000 out of plan assets.

### Every Form 5500

Information on every group welfare plan that was reported on a Form 5500 collected by the Department of Labor.

### Email Addresses

Email addresses for the critical contacts at larger employers.

### 100+ Searchable Criteria

Including: geography, plan type, renewal month, assets, broker and carrier commissions and fees, and more.

### HR, Benefits, and Finance Personnel

Contact information for key decision-makers at employers, including their phone numbers and mailing addresses.

## CONNECTING WITH TPAS

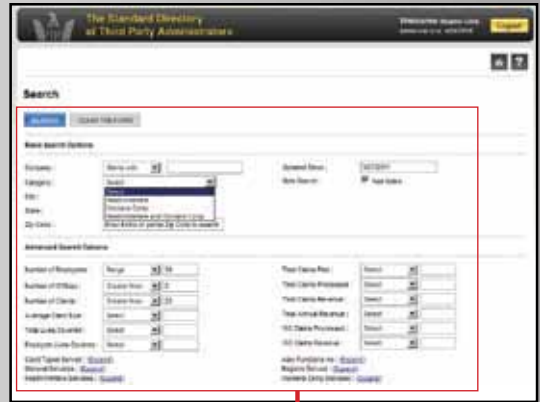
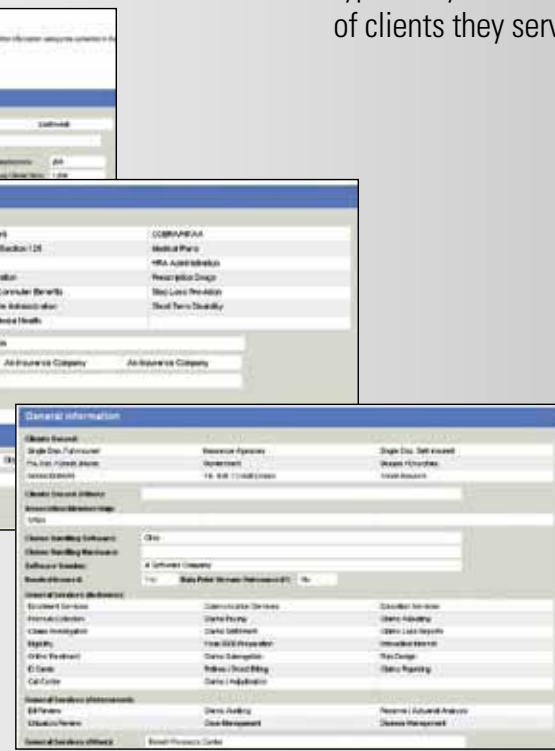
Cultivating relationships with third party administrators can increase your market share rapidly. Finding TPAs in your market has never been easier than it is with the *Standard Directory of Third Party Administrators*.

## The Standard Directory of Third Party Administrators

The *Standard Directory of Third Party Administrators* is the only comprehensive listing of TPAs of health, welfare, and workers' compensation plans. The TPA Directory lists more than 1,000 claims-handling TPAs with detailed information about the plan types they administer, the services they offer, the type and number of clients they serve and other critical information.



Detailed TPA profiles



Advanced search capabilities to target the TPAs that can help you grow your business.

The information included in *The Standard Directory of Third Party Administrators* was reported by the TPAs themselves to Judy Diamond Associates.

# CONNECTING WITH BROKERS

No matter how solid your group health and welfare product line might be, until you have the strongest brokers in your territory recommending your plans, you are not maximizing your revenue stream. We created the *Brokers and Carriers Market Share Database* specifically to put you in contact with the leading brokers in your market.



With the *Brokers and Carriers Market Share Database*, identify the dominant brokers in each territory, which employers work with which brokers and carriers, and collect critical contact information to empower you to begin relationships with new brokers operating in your region.



Search for brokers in your territory by geography and total book of business.



View each broker's complete book of business, organized by carrier or corporate plan sponsor.

Build relationships with the best brokers in the business.



View each corporate plan sponsor's complete list of benefits plans, plan information, and broker information.



# COMPETITIVE INTELLIGENCE

One essential component of any successful sales strategy is understanding your competition. With our *Brokers and Carriers Market Share Database*, you can immediately pull up the complete books of group health/welfare business of every carrier in your territory. Armed with this knowledge, you can identify new markets and opportunities.



## TRY OUR PRODUCTS

To request a free demo:

**Call**  
800-231-0669

**Email**  
sales@judydiamond.com

**Visit**  
[www.freeERISA.com/BCMSgold](http://www.freeERISA.com/BCMSgold)  
(Brokers and Carriers Market Share Database)

[www.tpadirectory.com](http://www.tpadirectory.com)  
(The Standard Directory of Third Party Administrators)

[www.judydiamond.com/demo](http://www.judydiamond.com/demo)  
(American Directory of Group Insurance and The Directory of Self-Funded Group Plans)

## **ABOUT JUDY DIAMOND ASSOCIATES**

Judy Diamond Associates, Inc. is the premier publisher of employee benefits industry prospecting tools and plan data. Our pension/retirement and health/welfare prospecting tools provide:

- Phone numbers, emails, and mailing addresses for plan decision makers.
- Contact information and visibility into brokers' books of business.
- Information about employers' current plans.
- Plan analysis tools.

