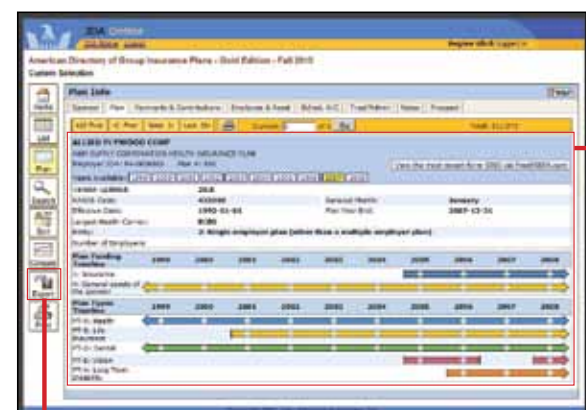


CONNECTING WITH EMPLOYERS

Uncovering new prospects to fill your sales pipeline is one of the most difficult—and most important— aspects of your job. With the *American Directory of Group Insurance*, we have made it easy to quickly identify highly qualified leads to help you focus your efforts and shorten your sales cycle.

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.



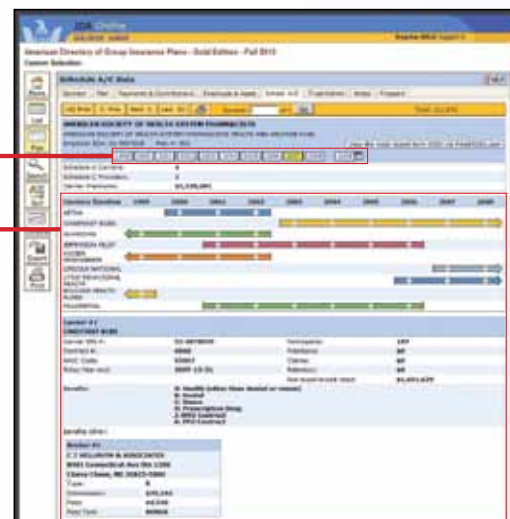
Organized plan financial data.

Form 5500 history.

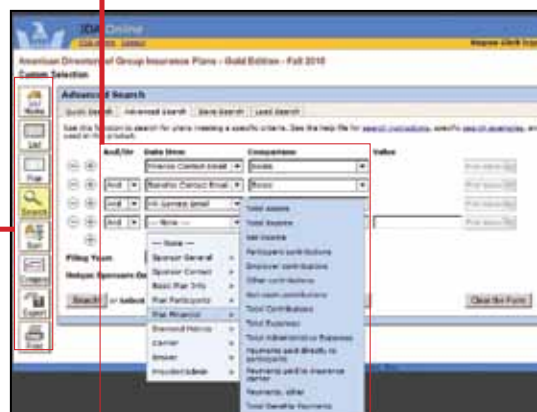
Graphical plan analytics to support your sales pitch.

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

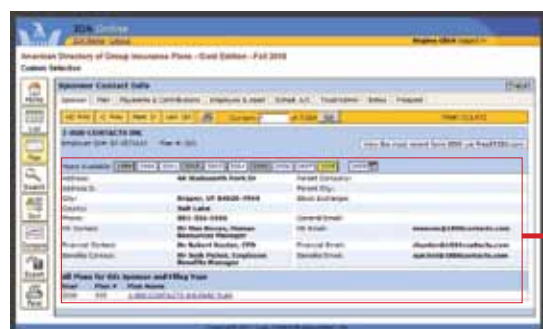
Export data in a format that is compatible with most CRM systems.



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



Contact information for plan decision-makers.



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 service providers who were paid more than \$5,000 out of plan assets.

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.

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 CARRIERS

Increasing your exposure to new carriers is key to increasing your product line and your ability to serve your market. That's why we created *The Standard Directory of Third Party Administrators*. *The Standard Directory of Third Party Administrators* is a single, centralized place for carriers to come to find new TPAs to represent their products. By adding yourself to the Directory, which is completely free, you are putting yourself in a position to begin new relationships.

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.



Create a profile of your company to help your prospects decide if you are what they are looking for in a TPA.



Promote your additional services by listing them in your completed profile.



Tell carriers what kinds of health and workers compensation services you perform so they can easily find you in their searches.

TRY OUR PRODUCTS

To request a free demo:

Call

800-231-0669

Email

sales@judydiamond.com

Visit

www.tpadirectory.com

(The Standard Directory of Third Party Administrators)

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.



**Judy
Diamond
Associates, Inc.**

Solutions for Third Party Administrators