

How can Group Insurance help you?

Group Insurance delivers unparalleled sales prospecting and competitive intelligence tools backed by carefully standardized and validated employee benefits plan data and contact information. All this, in an easy-to-use format that makes using the information simple so you spend less time searching for leads and more time prospecting.

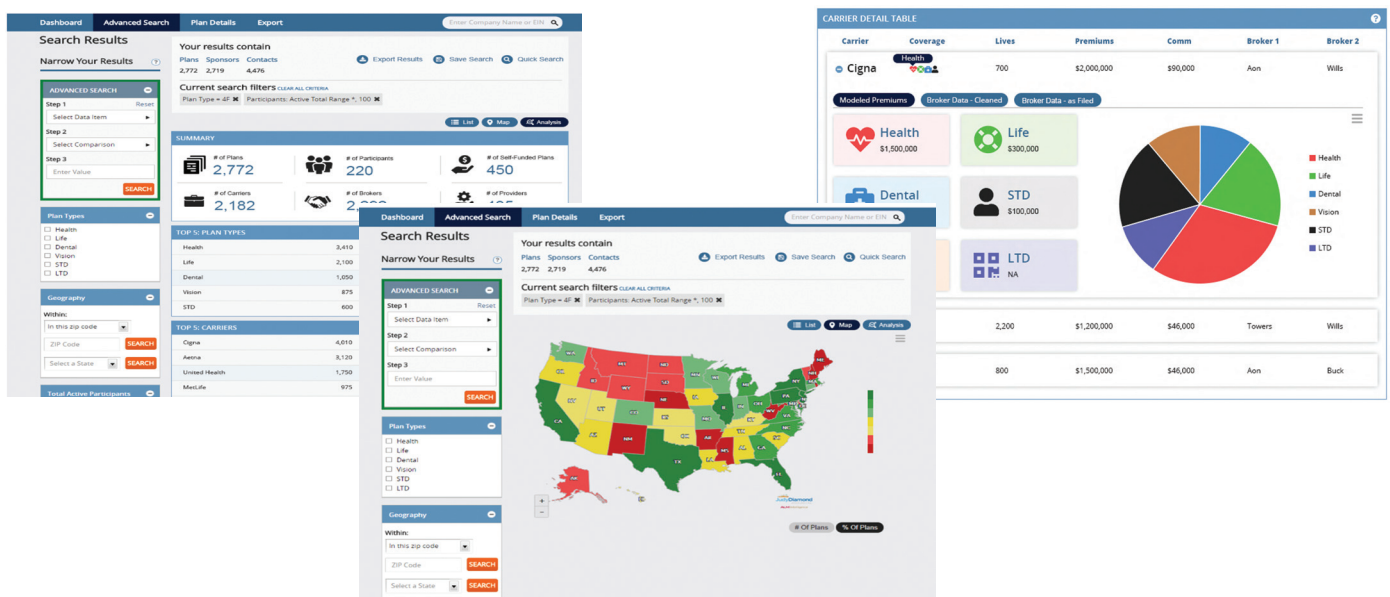
Discover which brokers and carriers hold the business, what they receive in commissions and fees, and the history of their relationships with the plan using the most current, accurate plan info on the market.

What does Group Insurance include?

- 90,000 unique plan decision-makers with emails and LinkedIn profiles, on top of those found in the 5500
- Critical plan data including size, funding arrangement, carriers, brokers, and more
- Company Brief function providing a sponsor-level rollout of all benefits
- JDA exclusive Modelled Premiums allowing you to separate health spend from other coverages
- Map-Based Results to assess your own market share, uncover gaps in your competitor's or spot trends and opportunities
- Presentation-ready reports
- Intuitive, easy to use interface

What is the Group Insurance Directory?

The American Directory of Group Insurance Plans supports the lead generation and prospecting efforts of sales and marketing professionals in the employee benefits space with current, comprehensive and accurate form 5500 data and tools. At every step leading up to prospective client appointments, the directory delivers valuable data and tools to help you grow your market share.



To learn more, please contact: 800-231-0669, option 1 | sales@judydiamond.com | www.judydiamond.com/group-insurance-directory

Top 5 Things You Can Accomplish with the Directory of Group Insurance

1

Find Ideal Targets - Plans That Look Like Your Best Clients

Think about what your most profitable customers have in common and, find more plans just like them, your ideal targets, using: 134 different searchable fields (Zip Code Radius Searches, Current Filings, etc), Company Brief function which combines data from every plan and policy and rolls it up for a company-level overview, last five years of vendor payment history by the carrier and modeled premium (health, life, dental, etc...).

2

Prioritize Leads with the Most Current and Comprehensive Data

Tailor your pitch to your lead's individual situation, using: Modeled Insurance Premiums, our proprietary method for accurately determining how much a plan sponsor is spending on a multi-coverage insurance policy, access the plan's long-term context with filings dating as far back as 1999 and monthly updates from the Department of Labor.

3

Outsell the Competition

Map-Based Results to assess your own market share, uncover gaps in your competitor's or spot trends and opportunities; Target your competitors' clients looking for plans that are serviced by competing brokers, carriers or other providers.

Carrier, Provider and Plan Type Timelines to estimate the strength of a plan's relationship with its carriers by looking at the length of their relationships, using graphical timeline of large plan historical data by plan Type, Carrier (Schedule A with broker detail) and Prover (schedule C)





Schedule Meetings with Plan Decision-Makers

Finding the right targets and crafting your pitch are important, but only if you can reach the right people at the plan: We reach out to the plans directly to obtain the names, titles and email addresses of their plan decision makers (HR, benefits and CFOs) so you will know how to get in front of the leaders.

Unique Contacts: Full integration of LinkedIn profiles for plan decision makers and you have access to 90,000 unique contacts which are not found in the 5500, one of the most comprehensive intel on prospective clients.



Impress Prospects with Your Grasp of Their Needs

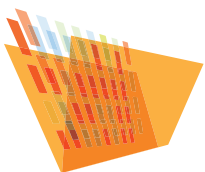
Sponsor and Plan Level Data: Large companies often file more than one Form 5500. In Group Insurance, those plans are tied together or aggregated across plans, eliminating false positives. Search by either the individual plans of a sponsor, or the sponsor's entire set of plans achieving an accurate view of the full benefits package of a plan sponsor. Easily determine how much a sponsor spends with each service provider, carrier, or broker without manually breaking out and summing up each Schedule A or C from each 5500.

Download detailed reports or Excel sheets on each plan before you head into your client meetings so you have all of the key facts and figures on hand and professionally laid out.

Who should consider using the American Directory of Group Insurance?

Sales and marketing professionals in the insurance industry looking to find new qualified employee benefits leads or validate current leads.

Business Intelligence and Market Analytics professionals who need to assess competitive offerings and prices to inform important decisions and marketing plans.



Request a Free Trial

Find out if the American Directory of Group Insurance Plans is the right solution for your team's lead generation and plan analysis needs with a free trial subscription.

Visit www.judydiamond.com/Group-Insurance-Directory

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ALM Intelligence

1100 G Street, NW Ste 900, Washington, DC 20005

Phone: Toll Free: 800-231-0669 | Main: 202-728-0840