



Dedicated to Your Success

insurance
marketing
sales
training
support

est. 1970



Dedicated to Your Success

GarityAdvantage is made up of experienced sales and marketing professionals who are here to provide you with the highest quality contracts, top-level commissions and face-to-face training. Whether you have just started your practice or are looking to exponentially grow your business, we have what it takes to make you successful.

GarityAdvantage knows the Senior Market

WIDE PORTFOLIO OF PRODUCTS

- Medicare Advantage
- Medicare Supplements
- Part D Plans
- Final Expense
- Life & Annuities
- Hospital Indemnity
- Group Retiree Medical

SENIOR PRODUCT EXPERTS

GarityAdvantage Agency specializes in Health, Prescription Drug, and Life products for seniors. We know the products, we know the companies, and we know the regulations that you need to know in order to provide your clients with the right coverage options in a compliant way.

Originally established in 1970, GarityAdvantage has since cultivated a highly experienced and skilled team dedicated to the success of their agents in the Senior Market. We study the trends, keep on top of industry changes, and ahead of innovations to help agents grow their businesses successfully.

CONTRACTING EXPERTISE

Our knowledgeable staff assists agents through the complicated contracting process by holding one-on-one meetings, publishing webinars and providing informational sheets. Our Quick On-boarding tools simplify the steps to get agents ready to sell quicker. Our service team specializes in resolving licensing problems, corporate setup, principal changes, E&O issues and succession planning.



FULL-SERVICE INSURANCE BROKERAGE WITH SENIOR MARKET FOCUS

Here are just a few of the benefits
you can expect from joining

GarityAdvantage:

- Dedicated account managers
- Individual growth plans
- Customized marketing material
- Assistance in developing your brand
- Agency building programs
- Lead programs
- Co-op marketing dollars



A BACK OFFICE INDEPENDENT AGENTS RELY
ON SO THEY CAN CONCENTRATE ON SALES

ENROLLMENT MANAGEMENT

Pre-submission screening for enrollment applications – Submitting your applications through GarityAdvantage means your new business applications will be reviewed by a trained underwriter *before* it is submitted to the carrier.

**Correctly completed applications =
quicker policy issues by the carrier.**

Troubleshooting problems

We have excellent relationships with key carrier supervisors. If your case or commissions run into problems, we have direct lines of communications with the people who can help solve them.

SERVICES & TRAINING SUPPORT

- Step-by-step assistance during the contracting, certification and enrollment processes
- Online contracts, certification guides and FAQs
- Monthly audits of policies and payments
- Online commission inquiry form for problem notification
- Assistance with BOR changes and transferring book of business
- Compliance Team review of your marketing efforts
- Personal, experienced & professional service just a phone call away



LEAD & MARKETING PROGRAMS

Garity invests in their agents.

Over 25,000 free leads during AEP

Lead calling night events

Co-op opportunities

Regional market analysis



AGENT OUTREACH

Garity rewards their agents.

Annual Medicare Expo

Year-round webinars

Live training

Personalized marketing plans



CUSTOM AGENT PORTALS

Garity empowers their agents.

Available online 24/7:

Track commissions, check policy
status and download statements

Receive and manage quality
leads - both free and co-op

Online and mobile quoting tools

Access carrier and sales tools

Listen to recorded webinars

**We represent quality carriers
such as:**

Aetna

Ameritas

Anthem

Blue Cross & Blue Shield of RI

CarePartners of Connecticut

Cigna

Emblem Health

EnvisionRx PDP

Eon Health

Fallon Health

Gerber Life

Foresters

Guarantee Trust Life (GTL)

Harvard Pilgrim Health Care

Humana

Mutual of Omaha

Premier Senior Health Plan

SilverScript

TransAmerica

UnitedHealthcare® Medicare Solutions

Wellcare



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