Know the facts
about commissioned enrollers

Some brokers may use per-diem enrollers because they're perceived to deliver a higher quality enrollment experience than commission-based enrollers. They've obviously never worked with The Paul Revere Life Insurance Company's benefit counselors.

We believe our compensation model – commissioned enrollers in a 1-to-1 benefits counseling environment – is the best model for our company, your agency and your clients. Take a look at the chart on the back to learn more about the advantages of our compensation model.

Talk with your benefits representative about Paul Revere's benefits counselor compensation model and the advantages it offers your agency.

Colonial Voluntary Benefits℠

The benefits of good hard work.®

Colonial-PaulRevere.com

Commissioned vs. per-diem enrollers

Paul Revere benefit counselors...	Per-diem enrollers...
Earn a flat rate for each Paul Revere product they sell.	Might have productivity or volume bonuses you and your clients don't know about.
Are paid based on the quality and persistency of Paul Revere business they write, and financially penalized for overselling or product pushing.	Are paid for the day's work, regardless of whether policies are issued or coverage stays on the books.
Handle your clients' entire enrollment without you having to do – or pay for – any of the work.	Charge you for their services and may not handle every aspect of the enrollment.
Live and work in your clients' communities.	Might simply come, do the job and leave.
Build long-term relationships with your clients through first-year, new-hire and annual enrollments.	Don't typically service the same accounts year-after-year and may have little to no financial interest in long-term service.
Give employees an opportunity to rate their experience through Paul Revere's post-enrollment satisfaction survey.	May not have a built-in process to measure and report employee satisfaction to you and your clients.

While we believe our compensation model is ideal, we understand that each of your clients has unique needs and challenges. If clients prefer, we can also offer a per-diem compensation model.

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