

AgilitySM From The Standard

Target Small Businesses More Efficiently
With A Simplified Sales Process



From the plan design and quote to approval and delivery of the policy, Agility from The Standard streamlines the entire insurance coverage process. That translates into a faster, more seamless experience for you so you can spend more time focusing on your next opportunity.

AgilitySM from The Standard[‡] is a highly efficient, online alternative to the traditional paper application process for simple and affordable Group Life and Disability insurance products. Quotes are run instantly, enabling you to compare and contrast multiple plans with your customers in real time – so that you can close sales more quickly.

Designed Exclusively For Selling To Small Businesses

With Agility from The Standard, you can create different plan options to meet the needs and budget of a small business. Simplify the sales and selection process by providing clients with an instant Good, Better and Best quote for Life, Short Term Disability¹ and Long Term Disability insurance. All plans offer:

- Guarantee Issue²
- Three-year rate guarantee
- Flexible benefit options and amounts

Additionally, LTD includes an Employee Assistance Program and Life insurance comes with Travel Assistance.

continued on reverse



For more information about Agility from The Standard, please contact a Flex Sales Representative.

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‡ The Standard is a marketing name for StanCorp Financial Group, Inc. and subsidiaries. Insurance products are offered by Standard Insurance Company of Portland, Ore. in all states except New York, where insurance products are offered by The Standard Life Insurance Company of New York of White Plains, N.Y. Product features and availability vary by state and company, and are solely the responsibility of each subsidiary. Each company is solely responsible for its own financial condition. Standard Insurance Company is licensed to solicit insurance business in all states except New York. The Standard Life Insurance Company of New York is licensed to solicit insurance business in only the state of New York.

1 Short Term Disability insurance is not available in New York through Agility.

2 The Long Term Disability policy will include a preexisting condition exclusion in all states except New York, where the Long Term Disability policy will contain a preexisting condition limitation.

Standard Insurance Company
The Standard Life Insurance
Company of New York
www.standard.com

AgilitySM From The Standard
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Employee Benefits

Confidence And Speed, Delivered Instantly

To help you build the right coverage for your customer, Agility from The Standard features a dynamic tool that can run several coverage scenarios. This helps you and your customer compare different plan options quickly and easily, so that you can recommend an on-the-spot purchase decision based on their needs. Agility from The Standard offers:

- Multiple plan options
- Variability in the product features
- Pricing options to meet an employer's budget

Once the coverage type is selected, the portal instantly delivers:

- Quotes
- Policy approval
- A paperless policy

Effortless Before And After The Sale

The process is also seamless for your customers. From the sale and service of the plan to enrollment and retention, administration is fully automated and virtually effortless for employers. Your customers can benefit from:

- Automatic enrollment
- Online payments
- Automated renewals
- Online policy management
- Online member maintenance