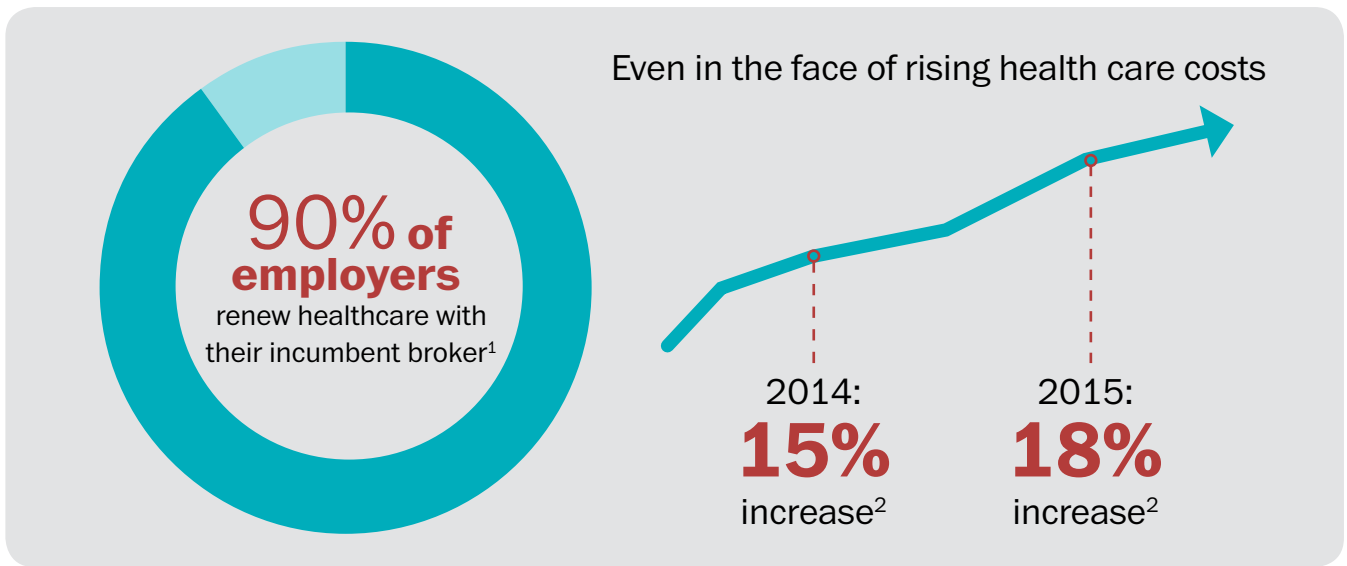


The Secret of Growing Benefits Brokers

NORTHEAST BROKERS FOCUSED ON GROWING THEIR BUSINESS KNOW THAT...



TO CAPTURE NEW CLIENTS, YOU NEED AN EDGE.

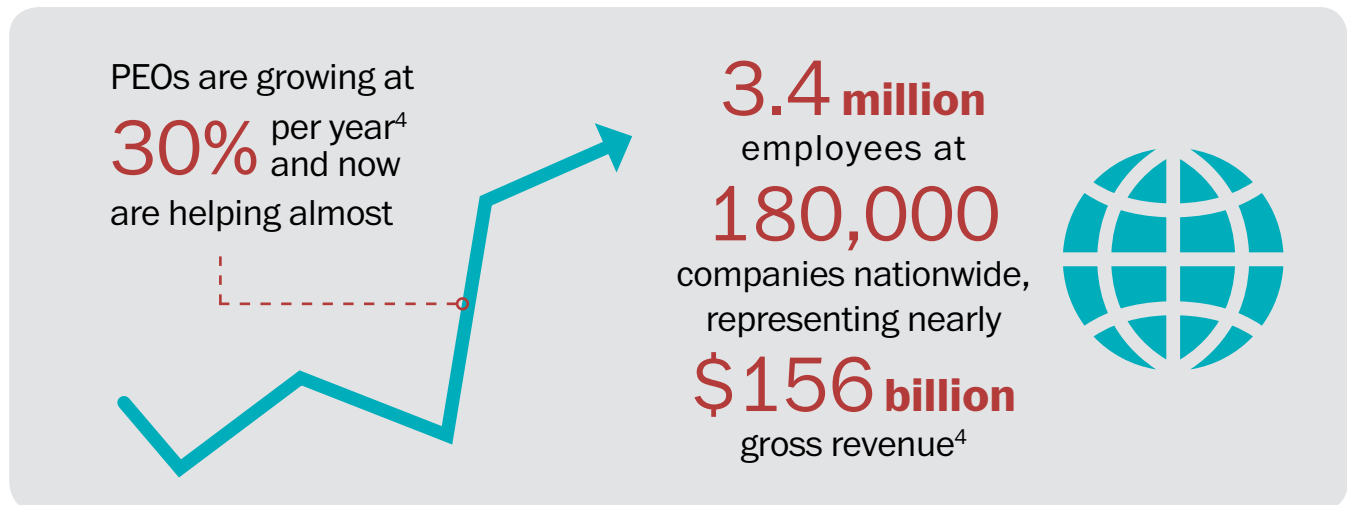


PEOS GIVE YOU AN ADVANTAGE.

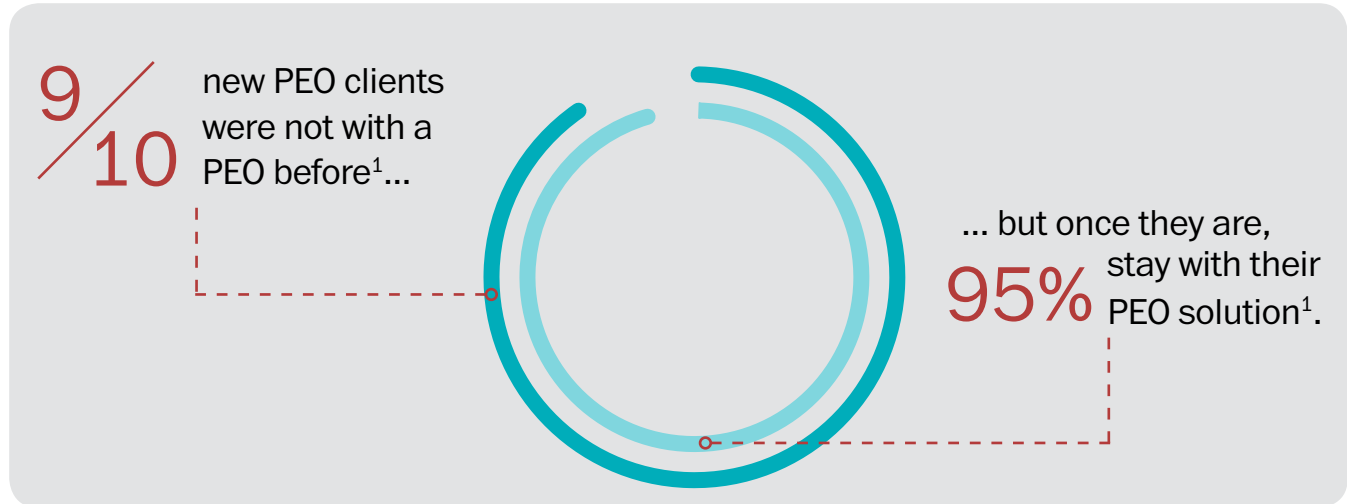
Brokers who offer a PEO solution say they have grown their business by:

- 1 Introducing clients to a PEO during off-cycle, when they aren't focused on renewal.
- 2 Helping clients to close the talent gap with Fortune 500-level benefits by going beyond healthcare.
- 3 Showing how an outsourced HR solution can help a client free up time to grow their business.
- 4 Presenting a personalized PEO alternative to clients seeking to change their PEO.

THE MARKET IS GROWING.



PEOS CAN HELP WIN NEW, LOYAL CLIENTS.



Are you ready to start growing your benefits practice?

Learn more by visiting us at extensigroup.com/for-brokers or call us at **1.732.362.9955**

¹ <http://www.zywave.com/blogs/2015/10/15/persuasion-through-storytelling-5-tips-to-enhance-your-sales-presentation/>

² Based on an average aggregate renewal costs for select Extensis small business clients.

³ Source: Extensis Broker Research Study, Q3 2015

⁴ NAPEO, An Economic Analysis: The PEO Industry Footprint, September 2015. The industry defines gross revenues as the total of its clients' payrolls and the fees PEOs charge them for taking on their human-resource activities

"At Extensis we do things differently—we are keeping promises.

We promise to help you catch the PEO wave. It's clear that there are huge, untapped opportunities for you in the PEO market because of benefit market changes. The time to start selling PEO really is right now—the PEO growth wave is a long way from cresting.

Dan Sheridan

Dan Sheridan
President & Chief Revenue Officer
Keeping Promises Since 2007



1.732.362.9955

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Extensis[®]
We promise to simplify HR[®]