



Partnering with Trustmark Voluntary Benefits

You Care. We Listen.

Listening leads to understanding. Understanding builds trust. This philosophy of listening drives Trustmark Voluntary Benefits as we design solutions that help match employees' insurance protection needs. It is also the cornerstone of our approach to providing employers with simple, streamlined administration and increased employee engagement. We know brokers care about their employers and that employers care about their employees; we're here to listen and provide solutions.



Innovative Solutions

For more than 100 years we've focused on providing new and innovative product design. We focus on these solutions because they drive employee retention and satisfaction; 87% of employees who are offered healthcare coverage and voluntary benefits say they matter to their employer and 62% of employees won't take a job if voluntary benefits are not offered.¹ By listening to the voice of our customers, we've designed a product suite that is like nothing else you'll see in the market:



Accident insurance with increased benefits for the most common claims



Industry-known **Universal Life and long-term care** to cover the millions of people who will need long-term care in their lifetime



Disability insurance that offers flexible coverage options for employers and added value to policyholders with more ways to pay.



Patent-pending, award-winning **Critical Illness insurance** that focuses protection on the conditions that account for 94% of claims, so you can "say no less"²



Hospital Insurance that balances flexibility with superior protection from the rising costs of healthcare

Voluntary Benefits

Trustmark
benefits beyond benefits

Exemplary Service

Our solutions are well-known in the industry because of the service that's behind them.



Expert client setup

We completely customize the client setup process based on each employer's specific needs—from marketing, to billing, to processing, to benefit counselor training; we do it all.



Communication and benefits understanding

We collaborate with employers to communicate key company messages and develop educational campaigns to help employees grasp the value of their benefits.



Personalized enrollment support

We offer a single point of contact for enrollment to make sure our clients receive responsive service. And, our one-on-one enrollment maximizes engagement and employee satisfaction, no matter the size of the case.



Superior benefit administration

Our relationships with cutting-edge technology firms provide access to benefits administration systems which ease the burden on HR and simplify management.

Learn more about Trustmark:

- Rated A- (Excellent) by A.M. Best³
- \$2.1 billion in assets
- More than \$500 million in premium written annually
- Headquartered in Lake Forest, IL
- Founded in 1913
- 2+ million lives and plan participants
- Employs 4,100 associates

Trusted Partner



We rank higher than **our top three** competitors in easy implementation, employee education, handling employee questions and prompt claims processing.¹

We strive for **long-term partners** and 100% of employers that work with us say they are still **very or extremely satisfied** after three years.¹

We are proud of many **20+year relationships** with enrollment firms, and **30+year relationships** with clients.

¹Trustmark Independent Survey (conducted by Connell Group), 2015. ²Trustmark Voluntary Benefits book of business. ³Rating applies to Trustmark Insurance Company and Trustmark Life Insurance Company of New York.

**You care.
We listen.**

To find out more, contact a member of our sales team or submit a request on trustmarksolutions.com/brokers.

Underwritten by Trustmark Insurance Company
Rated A- (EXCELLENT) A.M. Best

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