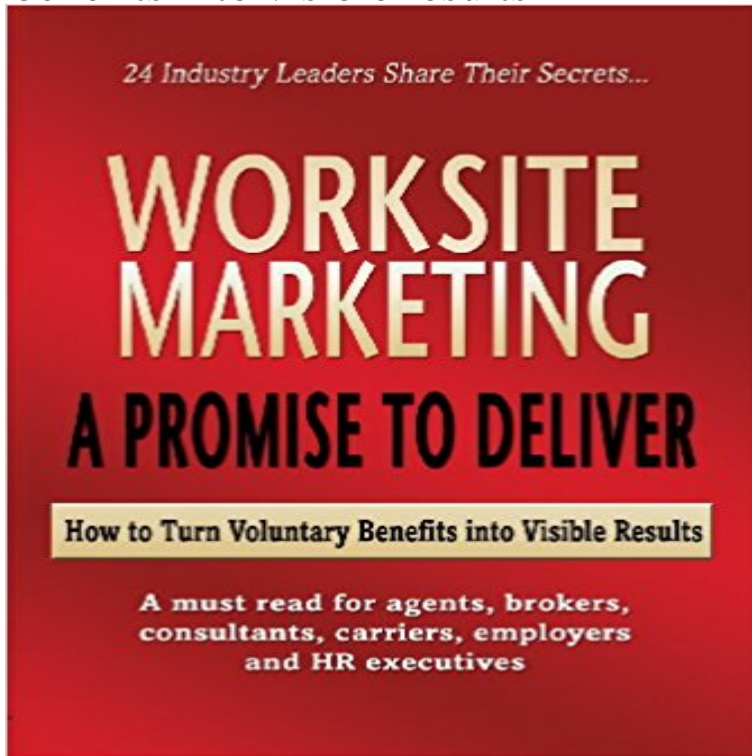


Worksite Marketing - A Promise to Deliver - How to turn voluntary benefits into visible results



The demand for voluntary benefits is increasing, but the market is rapidly changing. Explicit and precise, this book offers solutions for agents, brokers, consultants, insurance carriers, HR administrators and employers. In this guide to the business and benefits of worksite marketing, 24 industry leaders reveal the realities of worksite marketing, from general overviews to specific case studies and trade secrets. From candid interviews with employers, employees and enrollers, multiple viewpoints from the top producers and surefire sales ideas and tips for success, this book is mandatory reading for everyone involved with employee benefits. A comprehensive look at an industry ... from those who shape its future. --David A Bird, CLU, ChFC - President, Allstate Workplace Division This book features the best collection of worksite expertise in the business. --Denis Storey, Editor, Benefits Selling Magazine This book will provide you with the knowledge ... to become a skilled and trusted professional advisor in the worksite market. --Marvin H. Feldman, CLU, ChFC, RFC - President and CEO of the LIFE Foundation

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