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WAYS BROKERS  
AND AGENTS  
CAN EARN  
MORE WITH  
FRANKCRUM!

## 1. HEALTH INSURANCE REFERRALS

- Do you have a FrankCrum PEO client interested in a health insurance plan? FrankCrum offers a master plan through Aetna, and can shop the open market to tailor a plan to the clients' needs.
  - Refer a new account to FrankCrum's Master Health Plan and earn 20% of the commissions received by our agency.
  - Refer a client to a standalone policy, and receive 20% of the carrier payout.

**All you do is submit the referral and FrankCrum administers and reconciles the health plan from there.**

## 2. GENERAL LIABILITY INSURANCE

- Do you have a FrankCrum PEO client in need of a General Liability quote or renewal? FrankCrum's affiliated insurance agency offers pay-as-you-go GL for Artisan Contractors in most classes. "A Paper" is available, and there is no charge for Blanket 2010 AI in AL, FL, GA, MD, NC, SC, TN, TX and VA.
  - Refer a PEO client for a General Liability Insurance quote, and receive 10% of the premium.

**All we need from you is a few documents related to your license and agency.**

## 3. STAFFING REFERRALS WITH RESIDUAL COMMISSIONS

Do you have a prospect or client who needs to ramp up their staff? Whether they need temporary, temp-to-perm or direct hires, FrankCrum Staffing can provide support (even if they're not a PEO client)!

Temp Placement	60% or more markup	2% commission
Temp Placement	50% - 59.99% markup	1.5% commission
Temp Placement	40% - 49.99% markup	1% commission
Temp Placement	40% or less markup	.5% commission
Direct Hire		5% of the revenue

**All you do is visit [frankcrumstaffing.com/broker](http://frankcrumstaffing.com/broker), complete the form, and FrankCrum Staffing's seasoned Recruiters do the rest.**

## 4. PEO ENROLLMENT FEES

- Do you include an enrollment fee in your quote?
  - Charge an enrollment fee on any new account over \$100,000 in payroll, and receive 50% of the fee after the client runs their first payroll.

**Enrollment fees are common in the PEO industry, and typically range from \$1,000 - \$1,500.**