

EXCLUSIVE PROVIDER



balancepoint

WE'RE DIFFERENT

Go see for yourself: balancepointpayroll.com

65 Harristown Road, Suite 208 • Glen Rock, NJ 07452 • 201.712.1157

Fence in your yard with Balance Point

Balance Point and ANE have formed a partnership to achieve one primary goal - protect your clients from ADP, Paychex and all other providers who sell insurance! We are not in the insurance business and are committed to delivering a seamless **Pay As You Go** workers compensation insurance platform for all ANE member agents.

Benefits:

- Access to 19 carriers and growing by the day
- Levels the playing field when competing with ADP and Paychex
- Increased persistency rates
- **Pay As You Go** is a valuable selling tool for you
 - it helps your clients manage cash flow!
- Balance Point is more than a payroll company, we can offer your clients:
 - Time & Attendance,
 - HR Support Center,
 - Employee Self Service Portal,
 - General Ledger Interface and much more!

Who is Balance Point:

Since 2003, we've built a reputation as a preferred vendor with clients, CPA's, Insurance Brokers, etc. Every client is assigned a dedicated Client Service Representative (CSR) who is a Certified Payroll Professional (CPP). This level of accreditation requires tremendous commitment and ongoing study, and our CSR's wear it as a badge of honor. While the national providers outsource to overseas call centers, we continue to train to an incredibly high standard. The result is over 95% retention and 98% client satisfaction.

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Getting started with Balance Point

1. Contact Pete Luciano (pete@balancepointpayroll.com) to get involved and learn who your dedicated Balance Point Sales Representative will be.
2. Balance Point will come to your office to meet with you and your staff.
3. Share client list sorted by renewal date. This will allow us to be strategic in the way we communicate with your clients.

Remember – *Your client list is protected under the ANE/Balance Point agreement*

Keys to Success:

- ✓ Involve your dedicated Balance Point Sales Rep in regular producer meetings. The more we know about one another's businesses, the better!
- ✓ For new clients, refer them using our online form:
<https://balancepoint.wufoo.com/forms/balance-point-referral-form/>
- ✓ Be on the offense - better to bring up this concept proactively versus reacting to a competitor doing it!

Our Commitment:

We get it. You're referring your clients to us. We understand they are your lifeblood, and will do everything in our power to exceed expectations every time you trust us with a referral. We will follow up and keep our promises to you and your clients. We'll communicate with you about what we're doing as much or as little as you prefer. We'll be with you every step of the way.