Partnersing with Trustmark for Voluntary Benefits

Voluntary Benefits
A message from
the President

At Trustmark Voluntary Benefits we’re part of a company that is dedicated to going beyond. This means that we don’t just look to meet our clients’ expectations, we aim to exceed them. We put our clients first, we are responsive to their needs, we have a long-term focus and we are always looking to improve.

we understand that brokers want what’s best for their clients and employers care deeply about their employees. In turn, we use that passion to shape the way that we do business. As your trusted partner, Trustmark actively listens to understand what you care about most, then delivers innovative solutions backed by exemplary service.

This approach has guided us to the design of award-winning voluntary products that help employees provide comfort and financial security for themselves and their families. It’s also taught us to back our products with the resources to improve the effectiveness of an employer’s benefits offering while simplifying the management of those benefits.

As your trusted partner,
Trustmark actively listens to understand what you care about most, then delivers innovative solutions backed by exemplary service.”

Ultimately, the goal for us is not just to be viewed by our customers as a business relationship, but as a trusted partner. We’ve grown our business by putting our customers first and building partnerships that last; we look forward to the opportunity to do the same with you.

President
Trustmark Voluntary Benefits

Beyond product design to...
Innovative solutions provide valuable insurance protection to help fill gaps in coverage and offer greater financial security.

Beyond administration to...
Exemplary service to address the challenges that can come with offering and managing benefits.

Beyond relationships to...
Trusted partnerships: a long history of success in the voluntary benefits industry means we know what it takes to deliver results.
Employers care about providing valuable benefits that can help reduce stress and financial burdens for their employees. We’ve taken this to heart and financial burdens award-winning voluntary benefits protection based on the needs of employees.

And, while employee protection is paramount, we listen when employers tell us our solutions need to make sense for their company’s bottom line.

Fortunately, voluntary benefits are one of the top drivers in attracting and retaining employees and can be offered at no additional cost to employers.

Financial security through voluntary benefits

73% of employees who are offered voluntary benefits along with sufficient communication are “likely” or “very likely” to recommend their employer.¹

Trustmark offers:

- Industry-recognized Universal Life insurance with long-term care
- Award-winning and patent-pending Critical Illness insurance
- Hospital insurance that balances superior protection with unmatched flexibility
- Income protection insurance with more ways to get benefits in policyholders’ hands
- Accident insurance that offers increased benefits for the accidents which are most likely to occur

Beyond benefits to engagement

The right insurance products are a start, but they’re only part of a complete solution. We collaborate with our customers to develop educational campaigns which help employees grasp the value of their benefits and make the right decisions come enrollment time.

During enrollment, our one-on-one option ensures a hands-on experience that maximizes the effectiveness of the benefits program and opens the door to communication about other initiatives that employers value such as wellness, 401(k) participation or dependent audits.

95% of employees want and need someone to talk to about their benefits²

Service solutions

Our more than 100 years of experience in the voluntary benefits insurance industry has driven home the value of providing unparalleled service. We accomplish this with customized solutions that lead to a smooth implementation with simple management that sets clients up for long-term success.

We are unique in that we completely customize the client setup process, which includes billing, processing and benefit counselor training.

We offer a single point of contact with specialized service contracts for enrollment to make sure with specialized service contracts receive responsive service.

We can adjust to any payroll cycle. We’ve been doing payroll deduction billing for years, and with that experience, we’re known as one of the best in the industry.

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

About Trustmark Voluntary Benefits

- Employs 4,100 associates
- 2+ million lives and plan participants
- More than $500 million in premium written annually
- Rated A- (Excellent) by A.M. Best
- $2.1 billion in assets

3Rating applies to Trustmark Insurance Company and Trustmark Life Insurance Company of New York

What our customers say

In terms of broker trust, Trustmark was rated the highest of any insurance carrier included in our survey.

Trustmark customers are more willing to expand their business with us than with any other insurance carrier.

Our research found that even after three years of working together, every customer still expressed a very high or extremely high level of satisfaction with Trustmark.

Trustmark Independent Employer Survey Conducted by The Connell Group, April, 2015.

You care. We Listen.

Listening leads to understanding. Understanding builds trust. Together, we can deliver innovative solutions that increase the value of an employee benefit plan and help people protect what they care about most.

Visit trustmarksolutions.com/contact-us to get in touch with someone from our team.