



The Nation's Premier PEO MGA

AGENDA

- Introduction
- What is a PEO or Co-Employment?
- Strategies to Leverage a PEO
- Our Process
- Strategy #1
- Success Story
- Getting Started



Introducing the AXIS Group

- ⦿ The AXIS Group has been in business for 10 years as a master brokerage agency (MGA) for Professional Employer Organizations (PEOs) providing human resource solutions to over three thousand companies across the country and paying out over two million in residual commissions to agents and brokers.
- ⦿ AXIS Group's wholesale access to PEOs helps agents maximize their competitive advantage, increase revenue and gain greater market exposure.



What is a PEO or Co-Employment?

- A Professional Employer Organization, or PEO, assumes and manages critical HR management and employment-related responsibilities including employee administration, compliance, unemployment and workers compensation claims, risk management, health benefits and payroll.
- Through this co-employment arrangement, the client and the PEO contractually share employer responsibilities and liabilities. PEO clients come in all sizes and industries, & are enabled to focus on their core competencies to maintain & grow their bottom line as the worksite employer, while the PEO is the administrative employer.



TOP 4 Strategies 2 *Leverage* a PEO

- ⦿ Reduce Work Comp rates and take advantage of low PEO experience MOD.
- ⦿ Reduce State Unemployment Taxes by using PEO rates where applicable.
- ⦿ Reduce Health Insurance Premiums through discounted Master Health Insurance Plans.
- ⦿ Increase efficiency by utilizing cutting edge HRIS technology and professional support



Our Process

Our client-centered solutions are measured for value of services and price competitiveness and presented to our agents and brokers in a format the business owner can understand. AXIS Group ensures long-term successful business relationships where our partners rely on us as their go-to resource for finding PEO and pay-go work comp solutions for their clients.

THE PEO ADVANTAGE PROCESS



Evaluation

Data
Compilation

Strategy
Formulation
& Vendor
Selection

Reverse
Auction &
Rate
Negotiation

Presentation

Customization

Implementation

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Strategy #1: Work Comp Insurance

- Mod Rate over 1.0.
- Industry with inherently high work comp rates (\$5-\$15 codes).
- Adverse Claims History during last 3 years.
- Lapse in coverage or uninsured.
- Company's insured through a state sanctioned pool.
- No dividend plan in place or do not qualify for a dividend plan.
- New Companies

Example Industries:

Construction
Manufacturing
Roofing
Trucking
Towing
Electricians
Plumbers
Staffing
Steel erection
Home health care
Assisted living facilities
Landscapers
Commercial contractors



Success Stories

Client Profile:

99 employees

5.08 million gross annual payroll

Demolition, Construction and concrete/building materials recycling company

Client Challenges

Work Comp Rates: Risky codes carry high rates ranging from 5-11%

Loss Ratio: 8.9%

Modifier: 1.56

WC Premium: \$255,073

Annual Deposit: \$51,014

Claims History: Shock loss 2 years ago, last 12 months have been industry standard for claims frequency.



AXIS Solutions

PEO reduced Modifier: 1.2

PEO provided 35% discount to state rates.

Pay as you go WC

No annual audit on WC

No deposit required for WC

Annual WC premium Savings: \$89,275

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Our Commitment

- Commissions that equal 8%-15% of premium
- Spiff and incentive programs
- Clear and consistent communication with pipeline updates
- Presentation support to increase close ratio
- Enrollment management to expedite binding
- Timely commission payments



How To Get Started

- Complete the agency partner agreement
- Utilize your dedicated account manager for approvals.

Account Manager Name @AXISgroupllc.com

- Documents required for submission
 - ACORD application
 - 3 year loss history-carrier issued & valued within 30 days (loss affidavit if gaps)
 - xMod worksheet – current
 - Supplemental risk questionnaire (If Applicable)
 - Detailed description of large losses (Greater than \$40k)
 - Target premium & required carrier rating
 - Timeline for presentation of quotes

