

# PayrollSelect: The Benefits Professional's Choice

## What is PayrollSelect?

PayrollSelect is the only payroll administration service of its kind that caters exclusively to the needs of benefits brokers. This product is an innovative partnership between Claremont Insurance Services and Cyntron Payroll Solutions that provides brokers with another key solution for employers. PayrollSelect is a full-service payroll solution offering comprehensive sales, installation, and sales support.

## Brokers benefit in five key ways:

### 1. You protect your book from encroachment from ADP and Paychex

### 2. You increase your selling power:

- By competing effectively against PEOs.
- By gaining access to group information that enables you to better match client needs with effective solutions. For example, New Hire and Termination Reports that are part of the payroll system may be viewed in preparation of IFP and voluntary product sales.
- By offering a unique solution that sets you apart from your competition.

### 3. You expand your client service capability through enhanced client insight:

- Proactively assess new product viability as clients grow in size through real-time notification of employee-size thresholds being met.
- Take advantage of employee salary-profile information to fully evaluate the best health plan options for your clients.
- Streamline new case underwriting through access to payroll data such as hire date, number of hours worked, etc.

### 4. You partner with a payroll provider that is committed to the needs of brokers:

- Professional expertise and quality of service.
- Broker-of-record contract and monthly commission.
- Does not offer group benefits brokering services.
- Sells exclusively through channels – no direct selling.

### 5. You receive comprehensive sales and installation support from Claremont:

- Claremont associates available for joint broker sales calls to your clients and prospects.
- Comprehensive field sales and service representation through Claremont.

For more information on **PayrollSelect**, please give us a call at **800-696-4543** or visit us at **[payroll.claremontcompanies.com](http://payroll.claremontcompanies.com)**.

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