



AGENT INFORMATION

# XactPAY Web<sup>SM</sup> ... *The Cash Management Solution for Workers' Compensation Payments*

Special edition for QuickBooks® users

Nothing can put your small commercial accounts out of business faster than cash flow issues. It is not unusual for the payment of a large deposit premium for a Workers' Compensation policy to impede good cash flow management. Here's a solution that can make Workers' Compensation premium payments easier and help improve cash flows.

XactPAY Web<sup>SM</sup> is The Hartford's simple, accurate and affordable Web-based solution to the payment of premiums for a Workers' Compensation policy issued by The Hartford. Instead of an estimated Workers' Compensation insurance premium and a substantial requisite down payment, XactPAY Web<sup>SM</sup> bases the premium on actual payrolls of businesses utilizing a Web-based payroll system – eliminating the need for a large premium down payment. The Hartford's non Web-based XactPAY<sup>®</sup> service is currently used by clients of a number of premier payroll partners. Under this existing model, The Hartford has issued policies totalling more than \$180 million in total Workers' Compensation written premium. And now for the first time, XactPAY Web<sup>SM</sup> is available to small businesses that use QuickBooks<sup>®</sup> payroll.

## **What is QuickBooks<sup>®</sup>?**

Intuit QuickBooks<sup>®</sup> services allow you to manage your payroll more efficiently and focus on running your business. QuickBooks<sup>®</sup> payroll services work within the QuickBooks<sup>®</sup> financial software and allow you to:

- Run your payroll in minutes – automatically calculate paychecks and deductions.
- Easily download the latest tax tables.



- Handle payroll tax forms the way you want – prepare them yourself, have them automatically filled in, or have us pay and file your taxes for you – guaranteed accurate and on time (with select services).
- Get step-by-step guidance for setup, and ongoing support.

QuickBooks® individual payroll services offer flexible options designed especially for small businesses.

### How Does It Work?

XactPAY Web<sup>SM</sup> can provide you with a unique opportunity to write new business and increase retention. Offer the XactPAY Web<sup>SM</sup> service to any new or existing Workers' Compensation client who uses QuickBooks® payroll.

Here's how it works:

- The Hartford agent or the prospect submits a completed XactPAY Web<sup>SM</sup> information form through the XactPAY Web<sup>SM</sup> site. The XactPAY Web<sup>SM</sup> site can be accessed by visiting [www.XactPAY.com/qbooks](http://www.XactPAY.com/qbooks).
- A Hartford Account Executive will contact the prospect to complete the application process and, if the prospect satisfies the applicable underwriting guidelines, may offer a Workers' Compensation insurance quote.
- If a quote is offered and accepted, the policy is issued and the XactPAY Web<sup>SM</sup> upload utility is installed from the XactPAY Web<sup>SM</sup> site into the insured's computer.
- The insured manually triggers the first upload so the utility has access to the prospect's QuickBooks® payroll data. Subsequent uploads are automatic.
- Each time that the insured runs payroll, XactPAY Web<sup>SM</sup> calculates the Workers' Compensation premium for that payroll period.
- The Hartford sends e-mail notification of the amount of premium due, which is then drawn electronically from the insured's account.
- The utility automatically polls QuickBooks® periodically for new payroll data and the process is repeated.

Your client can enjoy improved cash flow, no large down payment, no financial and billing fees, no late fees, and the potential to minimize audit adjustments.

### What Are the Benefits for You?

As a Hartford agent, you can increase your book of business with The Hartford's XactPAY Web<sup>SM</sup> service, and enjoy these benefits:

- Earn the standard agency commission on all existing and new Workers' Compensation business that utilizes the XactPAY Web<sup>SM</sup> service.
- The Hartford will establish a new producer sub-code for your agency. This sub-code will be a unique code setup for your XactPAY Web<sup>SM</sup> clients only. An addendum to your commercial lines agency agreement will be sent to you establishing the terms and conditions related to the servicing of the XactPAY Web<sup>SM</sup> business. All policies issued through The Hartford's Payroll Alliances Center will be serviced by the center in accordance with the terms and conditions of an agreement that will be provided to all agents upon receipt of the first submission. All commissions paid to your agency for XactPAY Web<sup>SM</sup> policies will be paid in accordance with the terms of your commercial lines agency agreement through this sub-code.
- Gain the competitive edge – no other carrier currently offers this opportunity, which may make it more difficult for non-Hartford agents to take business away at renewal.
- Retain valuable clients and get a "leg-up" when prospecting for new business.

### How Can You Prospect?

- Look at your existing book of Workers' Compensation business and determine target customers.
- Call out to your customers to find out if they are currently using QuickBooks®. Explain that XactPAY Web<sup>SM</sup> is available if they are running their payroll through QuickBooks®.
- Use the XactPAY Web<sup>SM</sup> marketing materials to help you explain the benefits to your customers.

### Get Started Today!

Visit our Web site at [www.XactPAY.com/qbooks](http://www.XactPAY.com/qbooks) or contact your Hartford Small Commercial Sales Representative.

QuickBooks is a registered trademark and service mark of Intuit, Inc. in the United States and other countries and is displayed herein with permission. XactPAY Web is a special edition for QuickBooks users with QuickBooks Pro/Premier/Enterprise U.S. PC Versions 2005+ software only. The purchase of a Hartford Workers' Compensation policy is necessary to utilize the XactPAY Web service. All insurance policies offered by The Hartford are sold through licensed agents appointed by The Hartford. The Hartford coverages described herein may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc.