



FOR QUICKBOOKS CONSULTANTS

Give Your Clients a Cash Management Solution for Workers' Compensation Premium Payments

XactPAY WebSM from The Hartford

As a QuickBooks® consultant, you know that cash management is key to the success of most businesses. That's not always easy when business owners have to pay Workers' Compensation insurance premiums in advance, tying up vital cash. Now, The Hartford is offering a Web-based cash management solution for the payment of premiums for Workers' Compensation policy issued by The Hartford that will make business easier for them.

XactPAY WebSM is The Hartford's simple, accurate and affordable solution to the payment of premiums for a Hartford Workers' Compensation policy for businesses that use QuickBooks®. Instead of an estimated Workers' Compensation insurance premium and a substantial requisite down payment, XactPAY WebSM bases the premium on actual payrolls.

How Does It Work?

It's this simple:

- The business owner submits a completed information form through the XactPAY WebSM site at www.xactpay.com/qbooks.
- A Hartford account executive will contact the prospect to complete the Workers' Compensation application process and, if the prospect satisfies the applicable workers' compensation guidelines, may offer a workers' compensation quote.



- If a quote is offered and accepted, the Workers' Compensation policy is issued and the XactPAY WebSM upload utility is downloaded from the XactPAY WebSM site to your client's computer.
- The business owner manually triggers the first upload so the utility has access to their QuickBooks[®] payroll data. Subsequent uploads are automatic.
- Each time the business owner runs payroll, XactPAY WebSM calculates the Workers' Compensation premium for the payroll period.
- The Hartford sends the business owner an e-mail notification of the amount of the premium due, which is then drawn electronically from their account.
- The utility automatically polls QuickBooks[®] periodically for new payroll data in the system and the process is repeated.

Business Owners Enjoy these Benefits with XactPAY WebSM

Key benefits include:

- Improved cash flow
- Elimination of large down payment
- Elimination of finance and billing fees
- Potential to minimize audit adjustments

Benefits for You

It's a win-win situation for you. As a trusted advisor to your clients, you can increase your value to them by introducing to them a solution for the payment of Workers' Compensation insurance premiums. As a QuickBooks[®] consultant, you can make the process of setting up XactPAY WebSM to work with QuickBooks[®] easier. And, you will earn compensation for leads that you generate.

We're sure your clients will appreciate the ease of business they gain with XactPAY WebSM. They can also have the peace of mind that comes from protecting their business with an insurance leader known for their financial strength and stability.

Why not get started today. Start introducing XactPAY WebSM to your clients – they'll thank you for the great advice!

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. Employee Matters Insurance Agency, Inc., a wholly owned subsidiary of Intuit, Inc., is an appointed agent of all or some of the property and casualty insurance company subsidiaries of 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.