

NIS Enroll Webinar Script

It's always easier to revise than create so take the following suggestion and make it your own.

***This script should be used as food for thought and not be taken verbatim. The main points to relay are:**

- The unique situation the client is in
- Your coming to them with relevant support and solutions
- Identifying their current problem or concern(s) – Remote employees and renewal, enrollment information
- Solving for those problems/concerns – <Building Blocks/PEC>

You know your clients well so I'm confident your calls will be conversational and expressed as supportive.

Script of consideration:

I'm reaching out to all my clients to see how you are doing and hopefully offer you some help and support (client reply).

I know a lot of employees are concerned with a lot of things right now and from what we've seen their employee benefits are at the top of that list. Are they going to still be there? Are they changing? Can I change anything right now? Etc. Their employee benefits are one of the constants in their lives right now and they want to know the benefits are there and to ensure they have what they need.

On the employer side we've seen clients wondering how to take care of their employees, convey benefit information, and offer the education and assurance they've done in the past when everyone was "at work", and this we don't take lightly. Your district's #1 job is educating your students in the best way you can, and you need your employees to be focusing on that and not their benefits.

I know how busy you are and want to mention something to you to consider that might help.

We have a partner that will do individual online enrollment with each one of your employees, at their convenience, and have the one on one experience to fully educate and enroll on every single benefit offered.

For you as the facilitator of the district's benefits this enrollment system will be the one site for you to use year-round as the one central repository for all employee benefits.

There's no cost for this enrollment system to you or the employees.

During the one on one enrollment meeting the ee will be offered voluntary benefits that might be of interest to them like Whole Life Insurance, Critical Illness, Hospital Indemnity, and Accident Insurance and as we've seen these voluntary bens have more interest now than ever.

If you are interested, I will send you an invitation to a webinar we are hosting on <Day, Date> at <Time with time zone> exclusively for clients of NIS and you can see in more detail all the capabilities of our partner <Building Blocks/PEC>.