



## NEW SERVICE OFFERINGS:

# CONSULTANT PROGRAMS

HR MANAGEMENT

PAYROLL SERVICES

BENEFIT ADMINISTRATION

To stay competitive, brokers need to immediately expand the amount of non-medical products they sell.

And not with just a small expansion. It needs to be large-scale enough to empower the client workforce.

THE INTEGRATION OF TECHNOLOGY AND SERVICE

## Improving consultant offerings and focus.

Mangrove is a nationally recognized provider of HR, payroll, and benefits administration technology and services. Our goal is to create an innovative partnership that provides brokers with another key solution for employers: Workforce Empowerment™, a full-service payroll and HR Management solution.

### Integration of HR Solutions at its Core

Successful businesses learn to automate, organize, streamline, and customize their workflow to promote efficiency. Payroll, HR Management, and Benefits Administration are strategic elements in any organization and keys to creating the order and balance necessary to promote growth and stability in today's evolving business environment. Mangrove's 5-Star rated Workforce Empowerment™ is a single-database system integrating these strategic elements. With more than 20 years of experience and recognition as an industry leader, Mangrove's Benefit Administration services expertly navigate complicated, ever-changing regulations to keep businesses in compliance. COBRA, FSA, HSA, HRA, and premium billing are offered with innovative, personalized service, available as stand-alone products or fully integrated into Workforce Empowerment™.

### Key Advantages for Benefit Consultants

1. Gain a new revenue stream
2. Protect your book of business from larger companies
3. Increase your selling power
  - Compete effectively against PEOs by offering a unique solution that sets you apart from your competition
4. Expand your client service capability through enhanced client insight
  - Proactively assess new product viability as clients grow in size
  - 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 and number of hours worked.
5. Receive comprehensive account management, processing, implementation, and support

Contact your sales representative today at 888-655-6474 or [sales@emangrove.com](mailto:sales@emangrove.com) for program specifics.

