



Capitas Financial New Alliance and Resources for Independents

CAPITAS FINANCIAL PARTNERS WITH TELLUS BROKERAGE CONNECTIONS

Capitas Financial Inc., is pleased to announce a new strategic partnership with Tellus Brokerage Connections. This partnership provides both organizations with a long-term strategy of growth with Capitas agencies becoming Tellus partners and enabling access to Tellus' resources.

HOW WILL THIS PARTNERSHIP BENEFIT THE INDEPENDENT MARKETPLACE?

- Capitas Staff will have access to additional resources for growth: carrier and product competitive analysis, marketing materials and support.
- Expanded list of Insurance Carriers to increase competitive advantage.
- All Capitas New Business teams will have access to additional underwriting tools and documents, for example; table shave programs, health analyzers, medical requirement cheat sheets and retention limits.
- Capitas Staff has a dedicated Tellus support team to assist with carrier escalation handling which will positively impact our service.

WHAT ELSE IS CAPITAS DOING TO SUPPORT THE INDEPENDENT MARKETPLACE?

- Capitas has invested in an enhanced marketing tool called Advisys which provides access to over 600 compliance pre-approved presentations and educational materials, dozens of motivational calculators and goals-based needs analysis.
- Capitas will be rolling out the iPipeline iGo e-App solution in the third quarter of 2017. iGo e-App is available anytime, anywhere on any device. iGo is ideal for electronic completion, eSignature and eSubmission which will positively impact your cycle time and placement ratios.

WHO IS TELLUS?

Tellus Brokerage Connections is a national network of independent general agencies that maintain their brand and own their businesses, while utilizing the resources that Tellus makes available. They work with agencies to develop custom road maps for growing their businesses while utilizing a selection of their carriers, products, services and technology solutions. Tellus is uniquely positioned to offer the ability to enhance long-term viability and value to producers and their clients. Tellus is one of the specialized signature solutions that are part of the Crump Life Insurance Services Family of Brands.

Tellus Brokerage Connections, a wholly-owned subsidiary of Crump Life Insurance Services, was formed in 2009 to bring technology and insurance industry efficiencies to independent brokerage general agencies by fulfilling administrative and noncore functions, enabling them to focus on client acquisition, marketing and service.

Please contact your Capitas Financial Partner to learn more about the new benefits and resources for producers.

Capitas website: <http://www.capitasfinancial.com>