Colonial Life℠

*Making benefits count.*

# Need an expert source or a quick quote?

## Call on us.

## Colonial Life & Accident Insurance Company has experts in insurance and general business topics available to provide information for your stories and articles. Call us if you need expert quotes or information on the following topics:

### We offer expertise in the company's key areas of excellence.

### Employee Benefits

- Benefits communication and counseling
- Personal insurance products
- Employee-paid benefits
- Individual needs assessment
- Cost management
- Consumer-driven benefits plans
- Trends in employee benefits and enrollment

### Personal Insurance Products

- Voluntary benefits/supplemental insurance
- Employee benefits
- Small business benefits needs
- Insurance information (disability, life, accident, cancer, critical illness, hospital income, limited benefit medical plans)
- Life and health insurance underwriting and issues
- Flexible benefits programs
- Medical and dependent care reimbursement accounts

### Worksite Marketing

- Benefits communication and counseling
- Industry and competitive research
- Enrollment technology
- Multicultural marketing
- Payroll deduction of benefits

### We also offer expertise on the following topics.

### Advertising, Communications

- Advertising, branding
- Internet communications
- Digital printing
- In-house media production

### Business Technology

- IT systems development
- Web site development
- Enrollment automation
- Telecommuting
- Interactive media
- E-commerce

## Customer Service

- Providing excellent customer service
- Sales organization service center management
- Call centers
- Account management, services
- Electronic billing services
- Hispanic/multicultural communications

## Financial Management

- Profitability analysis
- Product pricing
- Economic and financial issues
- Expense management in insurance companies
- Insurance claims administration

## Human Resources/Personnel

- Company policies, practices
- Diversity
- Employee issues
- Recruiting employees
- Recruiting salespeople
- Women in management, leadership roles
- Working with contracted employees
- Unemployment
- Telecommuting

## Incentives/Motivation

- Sales achievement recognition
- Sales organization motivation
- Recognizing performance excellence
- Sales compensation programs

## Miscellaneous

- Project management
- Emergency response, threat management
- Corporate giving/volunteerism
- Matching gifts programs
- Insurance fraud

## Training

- Employee training programs
- Sales organization training programs
- Training pool management

## Work Environment

- Property, facilities management
- Physical and corporate security programs (barriers and technology, programs and prevention)
- Workplace ergonomics
- Wellness and exercise
- Recycling
- On-site wellness centers
- Organizational assessment and restructuring
- Work/life issues

## For an expert quote or information, contact a member of our media relations team:


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***Also, be sure to visit our website at ColonialLife.com for additional company- and industry-related information. The newsroom section of the website includes:***

- Recent news releases and articles
- Information about the company and its leadership
- Helpful resources about the insurance industry

***Don't see the exact topic you're looking for? Call us.***
***We may be able to help you with other business topics.***

Colonial Life & Accident Insurance Company is a market leader in providing insurance benefits for employees and their families through the workplace, along with individual benefits education, advanced yet simple-to-use enrollment technology and quality personal service. Colonial Life offers disability, life and supplemental accident and health insurance policies in 49 states and the District of Columbia. Similar policies, if approved, are underwritten in New York by a Colonial Life affiliate, The Paul Revere Life Insurance Company. Colonial Life is based in Columbia, S.C., and is a subsidiary of Unum Group.


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*Colonial Life products are underwritten by Colonial Life & Accident Insurance Company, for which Colonial Life is the marketing brand.*

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