

**PAYROLL BILLING**

**WORKERS' COMPENSATION THAT ACTUALLY BENEFITS YOU.**



**THE HARTFORD DIFFERENCE:**

- The Hartford pioneered pay-as-you-go workers' comp billing over 20 years ago.
- Our payroll billing solution integrates seamlessly with payroll - 34 pay types properly applied to 44 state rules.

**90,000+** customers have enjoyed the many benefits of our payroll billing solution.

Now you can be one of them.

With The Hartford's payroll billing solution, you can pay your workers' compensation premiums on actual payroll instead of last year's headcount. Your cash flow won't be restricted by a large down payment or premiums based on inflated payroll numbers from prior years.

**HOW YOUR BUSINESS BENEFITS**

- Eliminates large premium down payments
- Minimizes audit adjustments
- Premium is calculated on actual payrolls
- No monthly billing or finance fees
- Efficient online options - like online audit and premium wage reports - that help save you time
- Improved cash flow management
- The Hartford's workers' compensation experience - a market for over 100 years
- Coverage benefits and services that help make up for lost wages and help get employees back to work a full week earlier than average<sup>1</sup>

| PREMIUM PAYMENT COMPARISON                                 |  |   |
|--|--|---|
| COMPONENT  | DIRECT BILLING   | PAYROLL BILLING                           |
| Down payment   | Up to 25% down payment required                                  | Zero down                                 |
| Payment type   | Estimated payments derived from payroll projections for the year | Accurate payments based on actual payroll |
| Premium payment schedule                                   | Paid monthly, quarterly or annually                              | Paid automatically after each payroll     |
| Financing charges  | Yes  | No  |
| Late fees  | Yes, may apply   | No  |
| Post audit adjustments                                     | Potentially costly adjustment if payroll was underestimated      | Simplified minimized adjustments          |
| APPROXIMATE START-UP FEES                                  |  |   |
| Policy comparison based on an example premium of \$150,000 | \$37,500 premium down payment                                    | No premium down payment                   |
|  | \$250 expense constant*  | \$250 expense constant*                   |
|  | <b>\$37,750 total down payment</b>                               | <b>\$0 total down payment</b>             |

\* Varies by state. For illustration purposes we are using \$250. The expense constant is a charge on every workers' compensation policy and represents the common administrative expenses of issuing and administering a policy. With payroll billing this can be split into as many as 10 payments. It's included in the first payroll run, not separately.

**Together We Prevail™**

continued





### GET ON A PAYROLL PLAN THAT FITS YOUR NEEDS EXACTLY

Many businesses would jump at the opportunity to take advantage of this alternative, but don't know about our payroll billing option. Now you will when you sign up for The Hartford's workers' compensation coverage. Keep in mind:

- The Hartford leads the industry in the pay-as-you-go workers' compensation space by being the first to offer this method in 1997.
- Through integration with payroll, this option presents a convenient, accurate solution – 34 pay types properly applied to 44 state rules.

To date, over 90,000 customers have enjoyed an easier way of paying for the protection they need. Join them by getting started today.



### WHY THE HARTFORD

- For more than 200 years, we've committed ourselves to mitigating and minimizing the financial and emotional impact of loss.
- Over one million business owners have entrusted us to protect their business and employees when the unexpected happens.
- Tools like online bill pay, online learning tools, and access to loss prevention tips allow customers to manage their insurance on their own time.
- We've been consistently voted one of the "World's Most Ethical Companies" by the Ethisphere Institute.<sup>2</sup>

### GET STARTED WITH PAYROLL BILLING.

Contact your local agent from The Hartford or visit [TheHartford.com/mmwc](https://www.thehartford.com/mmwc).



**THE HARTFORD**

Business Insurance  
Employee Benefits  
Auto  
Home

<sup>1</sup> 2013 Hartford Team\*Work Results

<sup>2</sup> <https://newsroom.thehartford.com/press-release/corporate/hartford-named-one-worlds-most-ethical-companies-10th-time-ethisphere>

This document outlines in general terms the coverages that may be afforded under a policy from The Hartford. All policies must be examined carefully to determine suitability for your needs and to identify any exclusions, limitations or any other terms and conditions that may specifically affect coverage. In the event of a conflict, the terms and conditions of the policy prevail. Coverage may not be available in all states or to all businesses. All information and representations herein are as of July 2018.

In Texas and California, the insurance is underwritten by Hartford Accident and Indemnity Company, Hartford Fire Insurance Company, Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Hartford Insurance Company of the Midwest, Trumbull Insurance Company, Twin City Fire Insurance Company, Hartford Underwriters Insurance Company, Property and Casualty Insurance Company of Hartford and Sentinel Insurance Company, Ltd.

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