

MWG is a licensed TPA in 47 states and has partnership arrangements with United HealthCare Insurance Company, Spectera, Delta Dental and Standard Life and Accident Insurance Company.

For more information, please call 800-800-1397 or e-mail marketing@morganwhite.com.



Direct Benefits brought out the "Big Blue Brush" and "Animal Slippers" to promote its Denali and Spirit Dental plans at the NAHU San Francisco Convention. As first-time exhibitors, Tom Mayer and Tys Sniffen found a receptive audience for their individual, senior and 2+ group dental plans. Mayer told



HIU, "Agents from all over the country shared with us how much they enjoyed selling our no-networks, no-waiting-periods and no-participation-requirements plans. They also mentioned that our orthodontia coverage for individuals and employer groups down to two was truly innovative."

The door prizes went to John Rice from Sioux Falls, SD, who won the Spirit Dental cordless back massager door prize, and Joy Gardner from Reno, Nevada, who enthusiastically wore her new Denali Dental animal slippers as she left the tradeshow booth. In addition to all the educational and fun-filled experiences, Tom was recognized by Region 4 with a Top Membership Recruiter Award for sponsoring 18 new NAHU members.

Direct Benefits is definitely bringing the Big Blue Brush and Animal Slippers to Denver for next year's convention!



What a show! Response has been enthusiastic to Markel's group Limited-Benefit plan, called Markel Basic Health Insurance. We spoke to hundreds of brokers, virtually all of whom said they needed a limited-benefit plan in their product portfolio. All wanted to provide a complete solution to their small-business clients who currently do not offer benefits to their employees. Markel Basic Health Insurance provides brokers with a valuable resource that enables them to make more complete benefits recommendations.

The advantages to Markel's program are many, including no health questions or underwriting, no minimum participation requirements, all industries included, "A" rated carrier, straightforward plan designs, turnkey producer website and low rates.

Barry Wilson of Wilson Insurance Group won Markel's exhibitor prize—a \$100 gift certificate to Home Depot. The prize symbolized Markel's "tool in your toolbox" theme, as Markel Basic Health Insurance is an important tool in any broker's toolbox. As Barry said, "Many of my groups could really use this kind of plan."

For more information, including plans, rates and states, go to www.markelbasichealth.com. You can also contact David Higgs at 804-527-7997 or dhiggs@markelcorp.com.

