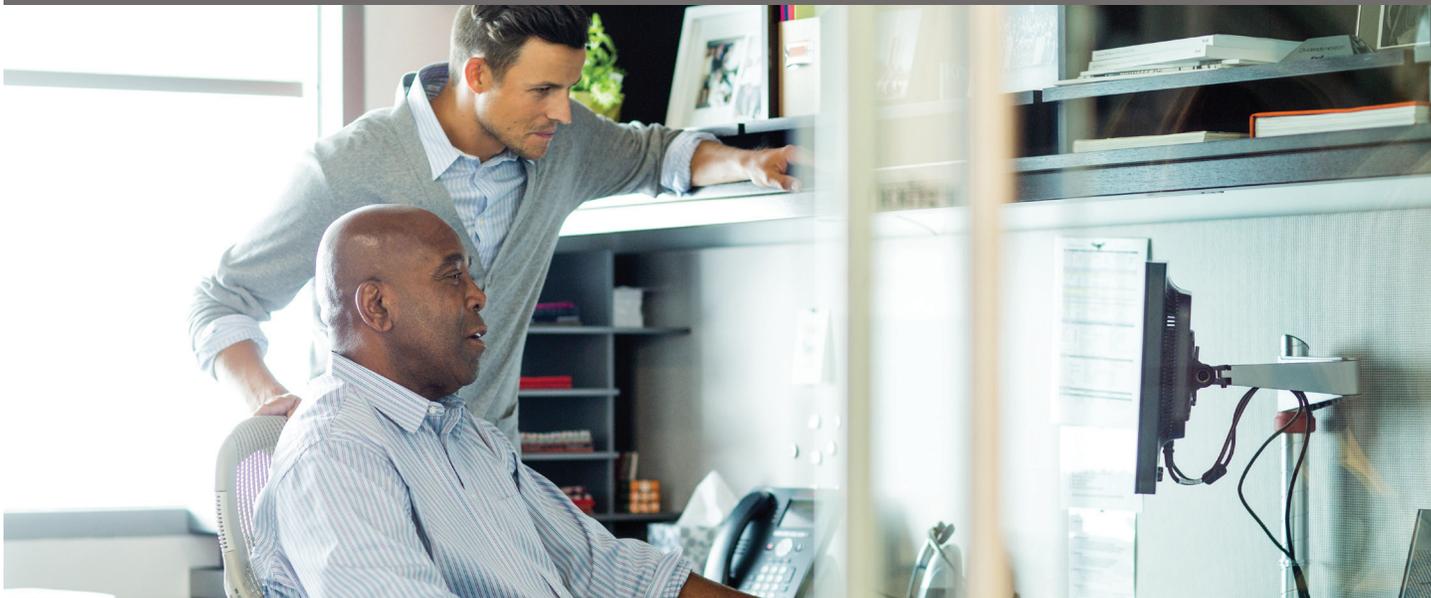


## WORKERS' COMPENSATION: XACTPAY XPRESS®



## HELP YOUR CLIENT CUSTOMIZE THEIR PAYROLL BILLING WITH XACTPAY XPRESS® AND FREE UP THEIR CASH FLOW.

### REDUCE LARGE UPFRONT PAYMENTS FOR EASIER CASH FLOW

Using The Hartford's payroll billing option for workers' comp, XactPAY Xpress®, could help increase cash flow at the start of the year, when your client's company needs it most.

If their total premium is \$200,000, for instance, XactPAY could free up this much cash:

**\$33,333**

See the next page for details.

Workers' compensation insurance premiums are an essential investment in risk reduction. But when the down payment, first installment, audit payment and flat annual assessments all come due at the same time, it has an impact on cash flow. Meeting daily operational expenses, plans for new equipment, renovations or new hires could become challenging.

If your client's payroll fluctuates throughout the year, it may be unrealistic to base premium on an estimate. That's why The Hartford offers XactPAY Xpress, a self-reported payroll billing solution. It aligns their premium payments to their business's actual payroll throughout the year.

With XactPAY, their premium is based on actual, not estimated, payroll amounts, one pay period at a time, up to 52 pay periods a year.

**CUSTOMIZED BILLING AT NO EXTRA COST**

Since there's no extra charge for XactPAY Xpress, it's a smart way to do business with The Hartford.

The advantages:

**Better cash flow.** Especially vital if your client's business is seasonal and payroll varies.

**Mitigates audit surprises.** Actual payroll reporting can alleviate audit issues that often come with large additional or return premiums.

**No more pinch in January.** Large premium down payments are no longer an issue.

**Eliminates installment and late payment fees.** Never see another one from The Hartford.

**HOW XACTPAY XPRESS PUTS YOUR CLIENT IN CONTROL**

**How does it work?**

- Access to our secure website to report payroll exposures whenever they run payroll
- After notifying your client, we calculate, bill and electronically withdraw premium based on actual, real-time payroll

**Are there other billing options?**

The Hartford also offers XactPAY® and XactPAY Web®, pay-as-you-go billing for eligible businesses that have partnered with enrolled payroll providers, including Intuit QuickBooks®.

**Who benefits most?**

- Service businesses, retail, construction and healthcare
- Any business that can benefit from freed-up cash flow

**Who's eligible?**

- Accounts must meet certain financial and underwriting requirements
- New workers' compensation clients at inception of the policy
- Current workers' compensation accounts of The Hartford at renewal



**HOW PAYROLL BILLING HELPS YOUR CLIENT'S COMPANY HOLD ONTO CASH**

If your client's annual workers' compensation premium were, for example, \$200,000, here's what their monthly payments might be if they were on a traditional 10-Pay Plan, with 25% down and nine consecutive payments.

JAN*	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
\$50,000	\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,666	\$16,666	\$16,666	-	-	\$200,000

Here's what their payment schedule could be with our self-reported **XactPAY Xpress payroll billing option** (assuming monthly pay periods).

JAN*	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,667	\$16,666	\$16,666	\$16,666	\$16,666	\$200,000

\* With an actual policy, this first payment would also include a flat annual expense constant and any flat state surcharges and assessments.

With XactPAY Xpress, your client's January payment is \$33,333 less than under a traditional payment schedule. Can their business use that cash more effectively?

## **EASY TO ENROLL - EASY TO USE**

Follow these instructions to get started.\* Payroll billing specialists in our Payroll Alliance Center (PAC) are available 8 a.m. to 8 p.m. EST to answer any questions you or your client may have.

### **To enroll:**

- Choose self-reported payroll billing when your client selects The Hartford's workers' compensation carrier for the new policy year.
- Provide their billing contact's name, telephone number and email address.
- We'll email their billing contact a link to our secure 24/7 payroll billing website to register your account.
- Our website will help your client's billing contact set up an online profile with these details:
  - » How often they run payroll (weekly, bi-weekly, monthly or bi-monthly)
  - » Choice of reporting payroll at the state/class level or employee level
  - » Choice of EFT (electronic funds transfer) payment
  - » Bank account information
- Enter the names, states and classes of their business's owners and officers so we can apply state guidelines to these employees.
- Click the Save and Finish buttons.

### **To use:**

- We'll email their billing contact a reminder – including a link to our payroll billing website – whenever it's time to enter payroll.
- Click the website link and your client can log in with their password.
- Click the highlighted link to the correct payroll period.
- Enter gross wages (excluding owners and officers) based on the state/class level or employee level.
  - » In either case, separately enter gross wages for owners and officers by individual.
- Click the Submit Entries button.
- We'll email an EFT draw notification to their billing contact before the EFT is processed.
- A detailed premium report by pay period will be on our website after the premium has been collected.

## **LEARN MORE.**

For tools and resources you can use with your workers' compensation clients, contact your Middle Market underwriter or visit [THEHARTFORD.COM/MMAGENT](http://THEHARTFORD.COM/MMAGENT).

\* This process differs for XactPAY and XactPAY Web customers. For XactPAY, your payroll provider runs your payroll, then sends us your payroll data. For XactPAY Web, software that you install on your computer runs in the background and automatically sends us your payroll as you complete it in QuickBooks.

QuickBooks® is a registered trademark and service mark of Intuit Inc. in the United States and other countries, and is displayed herein with permission. XactPAY Web® is a special edition for QuickBooks users with (1) a 2007 or newer version of any PC Desktop version of QuickBooks, and (2) a subscription for Intuit QuickBooks Basic, Standard, Enhanced or Assisted Payroll (XactPAY Web is not available to QuickBooks Online Payroll subscribers).

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The Hartford® is The Hartford Financial Services Group, Inc. and its subsidiaries, including Hartford Fire Insurance Company. Its headquarters is in Hartford, CT.



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