OUR DIVERSE SUITE OF OFFERINGS HELPS YOU DRIVE LONG-TERM RELATIONSHIPS WITH YOUR CLIENTS

We understand the unique challenges your public sector clients face, and we’ve developed a go-to-market strategy to help you meet their needs and your needs in this space. The strategy focuses on easy-to-use technology, value-added services, customized benefits communication and specialized underwriting capabilities and is based on our experience serving 35,000¹ public sector customers during our 60+ years in the benefits industry. We’re dedicated to helping build maximum value in your client relationships, and we’re committed to changing the game in the public sector so you’re always two steps ahead of the competition.

HERE’S HOW WE’RE DELIVERING ON THAT PROMISE EVERY DAY:

**Technology:** Our enrollment capabilities transform a transaction into an experience, delivering a one-of-a-kind technology solution that streamlines the administration process from start to finish with:

- True platform integration
- Full-scale enrollment capabilities and benefits administration technology
- Billing consolidation of all non-medical benefits
- ACA reporting and compliance, and more

**Value-Added Services:** Aflac’s robust suite of value-added services are designed to help you support the physical, mental and financial well-being of public sector employees with programs like:

- Fraud Protection
- Telemedicine
- Health and Financial Wellness
- Aflac Pass powered by Careington

**Benefits Communication:** Using our certified Benefits Advisors to communicate the value of your entire benefits package, we help employees understand what they have, what they need and how it all works together. Benefits Advisors can help:

- Communicate important information such as plan design changes and wellness programs.
- Enroll employees in all of their benefits.
- Confirm vital employee data.

**Underwriting:** Our highly specialized underwriters create customized plans to address the unique needs of your public sector clients, with offerings such as:

- Public Sector-specific benefits such as the Tenure Benefit and Public Safety Benefits
- HSA-compliant and Guaranteed-Issue options
- Long history of rate stability
- Robust product portfolio
- Pre-tax eligible

¹Aflac, 2017
And here are some examples of how our customers – including brokers like you – believe Aflac delivers on the promises it makes.

VOTED #1 BY BROKERS IN 7 CATEGORIES IN THE 2016 BENEFITS PRO READERS’ CHOICE AWARDS:¹

- Easiest to work with
- Best prepared for PPACA
- Best prepared for a defined contribution future
- Technology vendor that makes employers’ lives the easiest
- Enrollment company employers could not do without
- Third-party administrator offering the most comprehensive service
- Offers the best dental coverage

#1
“go-to supplemental sales partner” as voted by benefits brokers²

#1
in voluntary insurance sales at the worksite³

50 MILLION+
people worldwide trust us to help protect what matters most⁴

12 MILLION+
insureds and more than 400,000 businesses in the U.S. have Aflac⁵


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