

CONSTRUCTION PROSPECTING

The construction industry is booming. With the current labor shortages, business owners need more than just A Rated Workers Compensation. They need a competitive edge to get the best contracts while attracting and retaining the best employees. That means PEO options make more sense than ever for businesses.

01 PREMIUM POOLING

With the new Florida regulations in place, PEO's are positioned to out perform traditional policies now more than ever due to the simple pooling of client premium to negotiate better rates. Not all PEO's have this ability in heavy construction however. Selection and relationships are very important when choosing the PEO.

03 CASH FLOW

Construction jobs take time. They depend on steady cash flow to budget the draws they receive to pay all their bills. If they have to come out of pocket for audits, annual deposits, etc, PEO's make steady cash flow (pay as you go) possible.



05 COMMISSIONS

Construction clients generate a lot of premium. Greater the risk, greater the reward (potentially!). When choosing a PEO for your construction clients, make sure you are also compensated on the work comp premium.



02 A RATED PAPER

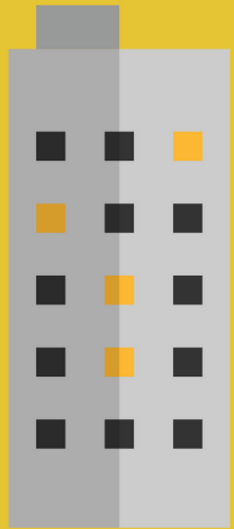
For your prospects and clients to get the best contracts, they need to have the best coverage. This generally boils down to the financial strength rating of their work comp carrier. This is where you will hear the term A rated paper. This indicates the carrier has excellent financial strength. Just as you might expect, some businesses pay more for this coverage. Some PEO's have this coverage and it doesn't come at any additional expense to the client.

04 BENEFITS

The construction labor pool is very competitive. Construction companies offering their employees benefits such as Health, Supplemental, and 401k have a greater chance of attracting and retaining the workers they need to be successful.



WHY BKO?



You may have direct relationships with PEO's already or you may not. Its easy to stay with what you know. But, there are some compelling reasons why you may want to give us a shot.

1 PEO & BKO

For the same hassles of dealing with all the administration and back office functions you convince your clients to let go and focus on being more profitable, Bridgely Key can help you. We have negotiated rates based on our premium and pooling as well as help with your administrative tasks.

2 TOGETHER IS BETTER

Lets face it... We all work in a small industry. Working together is a much better way to earn a living and protect the integrity of the industry we serve. We are here to work with brokers and agents. Together, we can all be successful.

3 OPTIONS, OPTIONS, OPTIONS

Health Benefits, Worker's Compensation, General Liability, E&O, Commercial Auto, and more. These are all insurance lines your clients need. If you are not the agent or working with the agent on these lines, your client is at risk. Bridgely Key is here to not only help you place PEO business, but help protect the business you have creating more value for you to deliver to your prospects and clients.

4 EXPERIENCE

There is rarely a hurdle or challenge we haven't faced before. Part of the benefits of working with Bridgely Key is gaining the experience we have by being in this industry for more than 30 years.

5 GREATER COMMISSION

Brokers who work together make more money. By working with Bridgely Key, you will too. We have options to help you work less and sell more. Send us your leads, we will help you close the deal and the client is yours. Leverage our relationships to earn more money.

6 CLIENT MONITORING

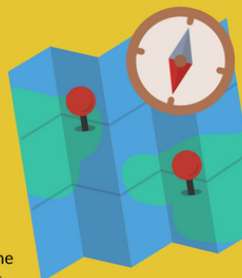
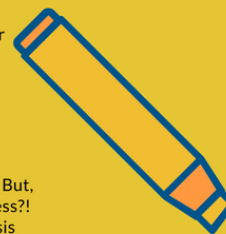
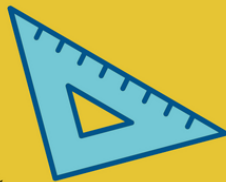
It takes a lot of hard work to get a client. Thats why its so important to keep your eyes on them once you have them. But, who has time for that while trying to sell more NEW business?! Bridgely Key has developed some proprietary trend analysis reporting to help you monitor how your clients are doing.

7 BRAINSTORMING

Sometimes you need to kick around different ideas - pricing strategies, PEO placement, a-la-cart options. When you do, give us a call. This is one of our favorite ways to help brokers close more business.

8 FUN, HONEST PEOPLE

While the fun part may not be as important as the rest of the options listed here, honesty is. Arguably, honesty the most important factor in deciding who to do business with and who not to do business with. We have built our business on honesty and integrity, the fun we have is just an extra perk.



Bridgely Key Options is here to help you build your commissions

Toll Free: 855-899-1589

