



# MAKE IT A GRAND YEAR



PROVIDER  
INCENTIVE  
PROGRAM





## JOIN US AND EXPERIENCE GRAND CAYMAN ISLAND

TASC is the largest privately held third-party benefits administrator in the country. How did we reach this stature? By proving ourselves, consistently, as one of the industry's most trusted and reliable benefits experts. Also vital to this success are the partnerships we share with our Provider network, a robust team of brokers, agents, tax professionals, and financial planners. You are crucial to what we do. And we know you work hard to win Clients and to maintain their confidence and loyalty through the years.

We offer diverse service offerings, advanced technology, unsurpassed customer service, and Provider resources to give you all of the tools you need to succeed! Attract new Clients. Retain existing Clients. And be compensated well for your hard work.

We believe in rewarding excellence—and our Provider Incentive Program (PIP) has been doing just that for almost 20 years! Today, it's one of few such lavish reward programs in our industry. It begins with TASC's industry-leading commission program that pays for new and renewal business alike. In addition, our Provider Incentive Program offers unrivaled perks from gifts and cash to special memberships and luxurious trips. This program is our way of thanking you for all you do to promote TASC.

*Be a top Provider in 2017 and you'll be on your way to the tropical island of Grand Cayman!*



# LOUNGE IN LUXURY

WHAT AWAITS YOU AT THIS  
ULTIMATE CARIBBEAN DESTINATION?

- A magnificent, breathtaking location offering adventure and tranquility.
- VIP-style treatment at an exquisite 4-diamond property.
- The inside scoop on latest TASC news, service offerings, and innovations.
- Valuable industry “insider” meetings that will give you an edge on the competition.
- The world’s finest food and drink.
- Exclusive excursions to absorb area culture and attractions.
- An opportunity to establish lifelong friendships with peers in the industry.



# PAUSE IN THE POOL

**WESTIN®**  
HOTELS & RESORTS

*Guests will experience the all-new Westin Grand Cayman Seven Mile Beach Resort & Spa. In the very heart of Grand Cayman, the resort is recognized for its excellence, with a full sensory experience that uplifts and energizes.*

Spacious and comfortable lodging brings the outdoors inside. You'll love the breathtaking view from your private balcony, where you're free to bask in the warmth of the year-round sun. Your granite bathroom and signature Heavenly Bed® will help to perfect the relaxation experience.

Guests can enjoy the oversized outdoor pool with swim-up bar, and water activities include wave runner adventures, snorkeling, and paddle boarding. And luxurious private cabanas are ready for you right on the beach.



### STINGRAY CITY

Swim along and hand feed an array of awe-inspiring stingrays, or enjoy the waist-deep Stingray Sandbar with a mask and snorkeling gear to watch the rays in more shallow water.

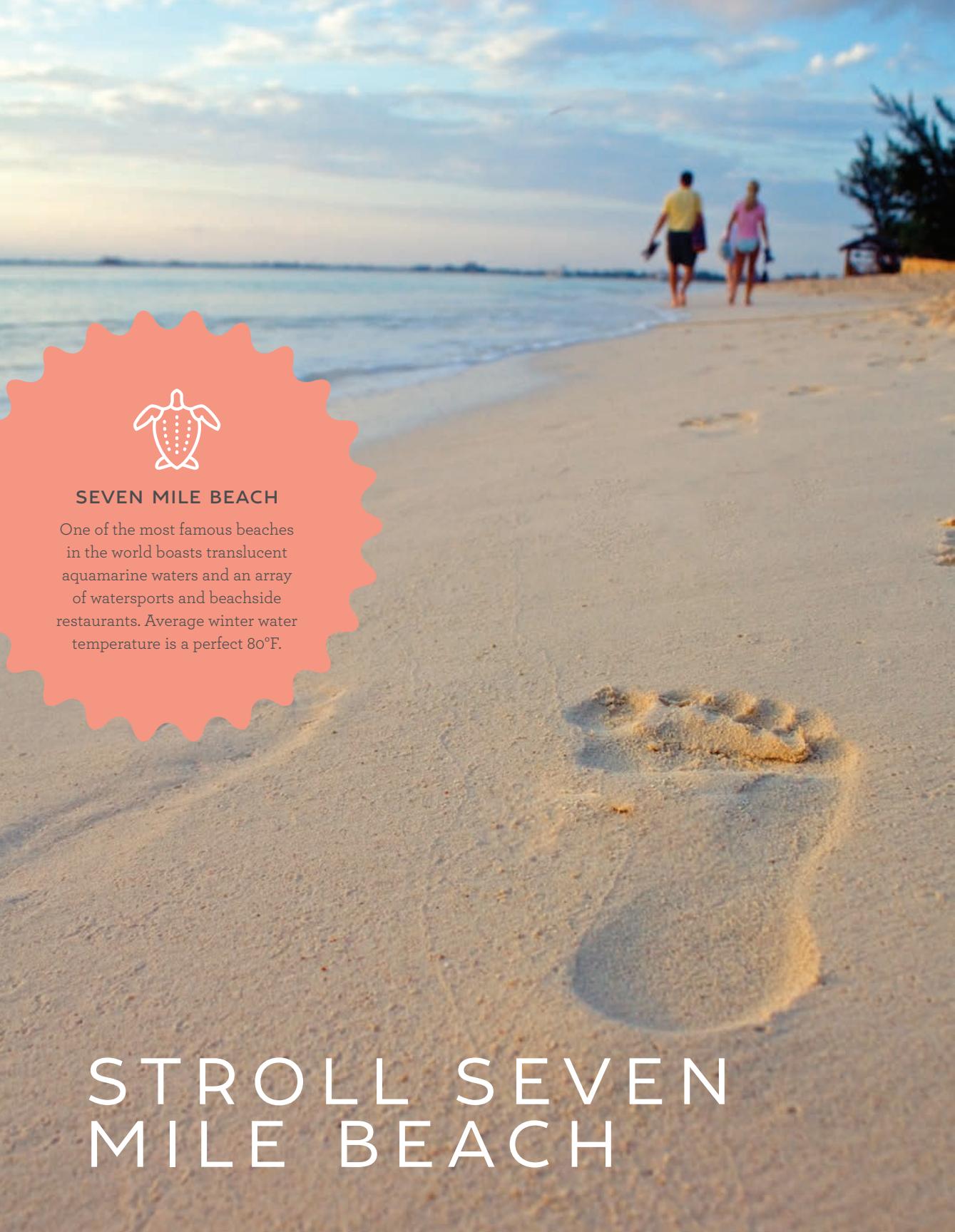
# SWIM WITH A STINGRAY



### SEVEN MILE BEACH

One of the most famous beaches in the world boasts translucent aquamarine waters and an array of watersports and beachside restaurants. Average winter water temperature is a perfect 80°F.

# STROLL SEVEN MILE BEACH





# EXPLORE & DISCOVER



*Grand Cayman is the ultimate destination for the adventurer at heart—boasting crystal clear Caribbean water and a near endless variety of marine life and attractions—a tropical paradise for divers, snorkelers, fishermen, and outdoor enthusiasts alike.*



## HIBISCUS SPA

World-class treatments promote a total lifestyle approach, encompassing body, mind, and soul.

## GEORGE TOWN

Take in the history of the Cayman Islands' capital and largest city. Visit the Fort George Historic Site, Elmslie Memorial Church, Town Clock, Heroes Square and the Legislative Assembly, Post Office, National Museum, and historic Public Library. Make time to visit the Cayman Island Auto Museum, too.



## BOATSWAIN'S BEACH

Visit this beautiful marine park. It's home to over 16,000 turtles of the Cayman Turtle Farm, with nature trails, a snorkeling lagoon, a bird aviary, resident iguanas, and predator tanks.



## RESTAURANTS

Sample some of the very best foods, spices, and flavors of the Caribbean.

## SHOPPING

Find abundant artwork, jewelry, and souvenirs made by local artists.



# PROVIDER INCENTIVE PROGRAM

*Our annual PIP Trip & Convention, held each spring, is the pinnacle of our incentive program. Throughout the year are other highpoints, including gifts, cash, and memberships.*

**GIFTS** Each year, we choose a smart and useful TASC-branded gift to reward outstanding sales efforts. Receive and issue business worth \$6,000 in 2017 to earn this fabulous gift.

**CASH** Monetary rewards accumulate through the year with our Quarterly Cash Bonus Program. This program is simply the best way to increase your commission on new TASC sales. Providers earn a 7.5% bonus each quarter in which they reach \$7,500 in sales, and while the percentage stays the same from quarter to quarter, the production is cumulative, so by the fourth quarter, Providers can earn 7.5% on \$30,000+ in production.

**MEMBERSHIP** Top Providers are recognized through our elite membership clubs, including the Blue Circle and President's Advisory Council.

**Blue Circle** Our exclusive Blue Circle acknowledges superior sales performance and rewards your commitment to TASC. Membership is awarded to Providers who have achieved an exceptional renewal book of business. Blue Circle members are entitled to special recognition and services as well as privileged updates on the latest benefits information. As a member of the Blue Circle, you may have an opportunity to become part of our elite President's Advisory Council.

**President's Advisory Council** Comprised of a small group of our most productive and successful Providers, the President's Advisory Council gives feedback directly to senior management. Besides sharing opinions and insight, council members lend their industry expertise to help TASC craft and fine-tune current and future initiatives. PAC members attend one to two meetings per year and receive a \$1,000 credit toward the PIP convention attendance.

## WHO QUALIFIES FOR THE TRIP

### FOR GROUP BUSINESS

Top 20 producing Individual Group Providers (minimum group products business worth \$35,000 in 2017) and top 30 Agency Group Providers (minimum group products business worth \$50,000 in 2017) will qualify for the trip.

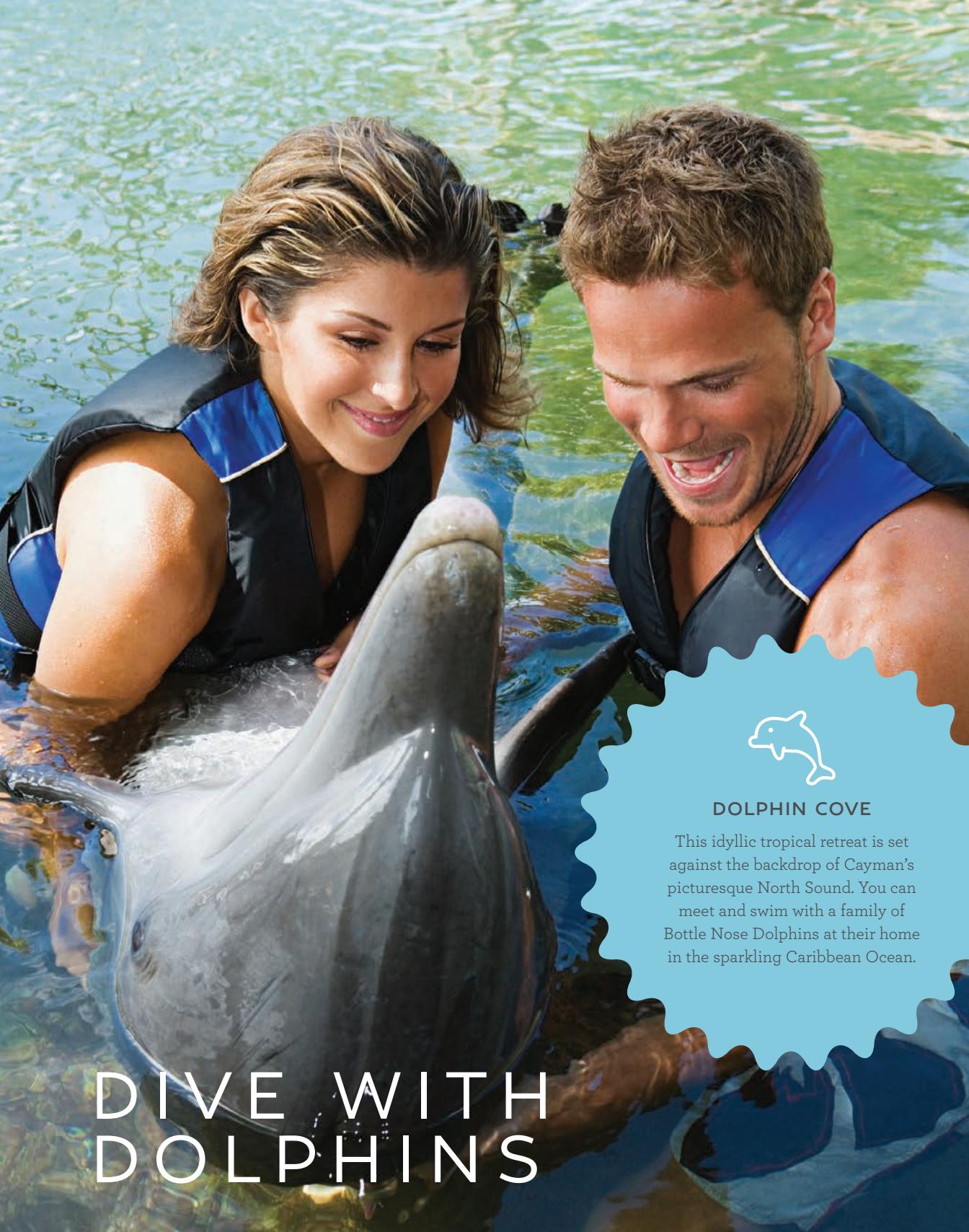
### FOR MICROBUSINESS

The seven top-producing Providers (minimum microbusiness products business worth \$26,500 in 2017) qualify for the trip.

All program incentives are based on production value. (Declared Value of Annualized Fees x Production Value Multiplier = Production Value.)

### PRODUCTION VALUE MULTIPLIERS FOR THE 2017 PROGRAM

- **AgriPlan and BizPlan:** 3.0 x Declared Value
- **FlexSystem, Premium Only Plan, and HSA:** 1.25 x Declared Value
- **COBRA, PayPath, Form 5500 Preparation, and Non-Discrimination Testing:** 0.75 x Declared Value
- **ACA Employer Reporting:** 0.5 x Declared Value
- **All other service offerings:** 1.0 x Declared Value



#### DOLPHIN COVE

This idyllic tropical retreat is set against the backdrop of Cayman's picturesque North Sound. You can meet and swim with a family of Bottle Nose Dolphins at their home in the sparkling Caribbean Ocean.

# DIVE WITH DOLPHINS



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## A NEW YEAR, A NEW OPPORTUNITY.

**It's going to be a breakthrough year at TASC—and we're glad to have you on our team.** The momentum behind our new benefits administration system and impressive five-year vision are going to elevate TASC in ways unseen before in the benefits administration industry. We are enthusiastic about what the future holds!

Backed by advanced technology and service offerings for every employer, your Clients will demand TASC because we can make their jobs easier while saving them thousands of dollars each year in taxes. And your Clients will stick with us year after year because they can rely on us for outstanding customer service and compliance in all benefit areas. With 40+ years of experience, TASC is the answer to benefits account management, compliance services, and continuation administration.

***Looking forward to a record-setting 2017 together!***

*Andy Bartel, Chief Sales Officer*