



The List

We asked NAHU members to list their favorite companies and products, and here's what they said.

Favorite Worksite Marketing/Voluntary Benefits Company

1. Colonial Life	www.coloniallife.com	"Great company to deal with—easy enrollment and a vast product portfolio."
2. Aflac	www.aflac.com	"They have the longest history in this market and the best service to customers"
3. Unum	www.unum.com	"They offer competitive pricing, wonderful benefits and spectacular service."
4. Allstate Workplace	www.allstateatwork.com	"I like the benefits add-on they offer with wellness screenings and the online enrollment of all products."
5. IHC Group	www.thinkihc.com	"Great underwriters and customer service reps. Everyone is easily accessible."
6. Assurant	www.assurant.com	"They have good rates and enrollment is easy."
7. Mutual of Omaha	www.mutualofomaha.com	"Its STD product and rates are superior, and the enrollment team does a marvelous job."
8. Transamerica Worksite Marketing	www.transamericaworksite.com	"They are willing to think outside the box when it comes to solutions."
9. Guardian	www.guardianlife.com	"They have a comprehensive product offering and dedicated enrollment representatives who do most of the heavy lifting."
10. Principal Financial Group	www.principal.com	"Great online access for brokers to manage accounts."
11. OneAmerica	www.oneamerica.com	"They provide full support through the whole process."
12. AlwaysCare Benefits	www.alwayscarebenefits.com	"Great service and flexible plan designs."
13. Assurity Life	www.assurity.com	"Great service. Protects the agent. Good products."
14. Consec	www.conseco.com	"Good Products, good price, good system and good people."
15. Aetna	www.aetna.com	"Aetna works with providers across the country with diversified market segments."
16. Trustmark	www.trustmarkins.com	"Great backroom service and market-leading products."
17. Humana	www.humana.com	"Easy to work with and a very good product portfolio."
18. The Standard	www.standard.com	"Great online system!"
19. Companion Life	www.companionlife.com	"They are the easiest to work with— you can always get quotes and the paperwork needed AND contact home office personnel."
20. Voluntary Benefits of America	www.voluntarybenefits.com	"High commissions, multiple product lines, LOW prices, low admin fees on most plans. Advances paid AFTER issue of policy without a dreaded COD verification."

The information presented here was collected from a survey sent to all NAHU members in January 2010. Survey respondents supplied their own answers (the survey was not multiple choice). This column is not an NAHU endorsement of any of the companies or products listed here; it is simply a forum for NAHU members to share information about the companies they choose to work with.