

XactPAY®

WORKERS' COMPENSATION THAT HELPS YOU MANAGE CASH FLOW.



You probably decided to outsource your payroll processing because running payroll can be a complicated and time-consuming task. Did you know this decision may also make it easier for you to pay for your workers' compensation coverage? It's true. The Hartford, a leader in small business insurance, is partnering with payroll companies like yours to offer small business owners competitively-priced workers' compensation coverage with payment options that provide cash flow benefits.

XACTPAY®: MORE THAN A BILLING OPTION - IT'S A CASH FLOW SOLUTION

When you buy a workers' compensation policy from The Hartford, you can elect to pay premiums with their XactPAY® option. Compared to an estimated annual payroll amount, XactPAY® relies on **real-time payroll** to calculate your premiums, resulting in more accurate premium payments. This means you're less likely to be on the hook for an audit adjustment at the end of the policy term because of under-reported payroll or pay more than you need to throughout the year. And with XactPAY®, there are:

- **NO** Large down payments
- **NO** Monthly billing or finance fees; or
- **NO** Fees or service charges for electing this option

In addition to cash flow benefits, XactPAY® saves:

- **Time** - no need to write out a check or process a payment
- **Postage costs** - premiums are automatically deducted from your bank account
- **Late fee charges** - all payments are guaranteed to be received and "on time"

90,000+

XactPAY® customers have enjoyed the many benefits of a customized billing solution. Now you can be one of them.

Together We Prevail™

continued



Check out this chart to see all of the advantages of XactPAY[®] compared to the traditional billing method.

PREMIUM PAYMENT COMPARISON		
COMPONENT	TRADITIONAL METHOD	XactPAY [®]
Down payment	Up to 25% down payment required	Zero down
Payment type	Estimated payments derived from payroll projections for the year	Accurate payments based on actual payroll
Premium payment schedule	Paid monthly, quarterly or annually	Paid automatically after each payroll
Financing charges	Yes	No
Late fees	Yes, may apply	No
Post audit adjustments	Potentially costly adjustment if payroll was underestimated	Simplified - minimal adjustments
APPROXIMATE START-UP FEES		
Policy comparison based on an average premium of \$3,000	\$750 premium down payment	No premium down payment
	\$250 expense constant*	\$250 expense constant*
	\$1,000 total down payment	\$0 total down payment

* Varies by state. For illustration purposes we are using \$250. The Expense Constant is a charge on every workers' compensation policy and represents the common administrative expenses of issuing and administering a policy. With XactPay[®] this can be split into as many as 10 payments. It's included in the first payroll run, not separately.

HOW XACTPAY[®] WORKS

With XactPAY[®], your payroll company transmits the amount of your payroll to The Hartford each time its run. We calculate the premium owed based on that payroll and deduct the amount due from the customer's bank account after each payroll cycle. Your customer will receive a "Withdraw Notification" email from us advising the amount due before the withdrawal occurs.

As a market leader in small business insurance, The Hartford was the first to offer a pay-as-you-go workers' compensation billing solution. To date, more than 90,000 customers have selected an easier way of paying for the protection they need. Why trust your small business to any other insurance company?



Contact your agent to get a workers' compensation quote from The Hartford and sign up for XactPAY[®] today!



Property
Liability
Workers' Comp
Business Auto

¹ This product may be covered by one or more pending or issued patents, including U.S. Patent 8,112,333, U.S. Patent 8,355,971, U.S. Patent 8,452,623 and U.S. Patent 8,515,787

² Customer reviews were collected and tabulated by The Hartford and reviews are not representative of all customers. The Hartford[®] is Hartford Fire Insurance Company and its affiliated property and casualty insurance companies, 690 Asylum Avenue, Hartford, CT 06155.

Certain coverages vary by state and may not be available to all businesses. All Hartford coverages and services described on this page may be offered by one or more of the property and casualty insurance company subsidiaries of The Hartford Financial Services Group, Inc. **In TX, this insurance is written by Sentinel Insurance Company, Ltd., Hartford Casualty Insurance Company, Hartford Lloyd's Insurance Company, Property and Casualty Insurance Company of Hartford, Hartford Underwriters Insurance Company, Twin City Fire Insurance Company, Hartford Accident and Indemnity Company and Hartford Fire Insurance Company.** In CA by Sentinel Insurance Company, Ltd. (CA license #8701) and its property and casualty insurance company affiliates.