

# Win the Account with Starmark®



Starmark® offers differentiators touted by brokers and employer groups alike. The key to leveraging these differentiators is educating prospects about Starmark and how we benefit employers.

Listen as Julie Tupper, Broker, Beskin & Associates, Inc., Virginia Beach, VA., shares how Starmark helps her “win the account 9 times out of 10”:



[Watch Video](#)

If you're looking to differentiate yourself among your clients, start selling Starmark and start winning the account — “9 times out of 10”.

Contact your distribution partner or visit [www.starmarkinc.com](http://www.starmarkinc.com) today!

Familiarize clients and prospects with Starmark and self-funding using the following content:

[Campaign: Introduction to Starmark](#)

[Flyer: Could Self-Funding Be a Viable Option](#)

Find more marketing content in our [Broker Toolkit](#).

Plan design availability and/or coverage may vary by state. Self-funded plans are administered by Starmark, and stop-loss insurance coverage is provided by Trustmark® Life Insurance Company.



Starmark® administers self-funded health benefit plans, offering extensive plan design choices, exceptional personal service and nationwide provider access.

**Starmark – The leader in self-funding for small groups.**

400 Field Drive • Lake Forest, IL • [www.starmarkinc.com](http://www.starmarkinc.com)

