

Block Strategy with MetLife

The What, Why, and How



What?

Block Strategy is an innovative way to approach your book of business to propel your firm forward.

Why?

Benefits of Block Strategy for brokers



Fewer carriers to manage



Holistic pricing through a trust vs individually rated



Access to products and value-added services



Address challenges with an evolving carrier landscape



Enables more streamlined implementation

Types of blocks



Takeover block



Transition block



Build block

Ask yourself these questions:



Are there pieces of my book that take a long time to administer even though they cannot grow?



Are my customers best served where they are?



Are pieces of my book potential jumping-off points for further expansion?



Could the pieces of my book add up to a greater whole?



How?

The MetLife approach to Block Strategy



Business review and proposal development



Streamlined implementation



Experienced service teams



Dedicated enrollment support



Increased earning potential

Experience our streamlined process

Step 1

Submit quote

Send the request to your Account Executive

Step 2

Pre-Operational Review

MetLife's team reviews your cases

Step 3

Underwriting

MetLife creates a block strategy recommendation

Step 4

Implementation

Your Account Executive helps implement the plan

Step 5

Renewal

Your Account Executive is your single point of contact