

WTIA Producer Updates

By Raven Mencias • Feb 09, 2023

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We have made it through the busiest time of the year and its time to look ahead to 2023 and beyond. Work with us to make it a great year!

We Appreciate You!



We want to thank you for working with us during the busiest time of year on renewals and new business. Speaking with various producers it sounded like a tough renewal season overall and we appreciate you negotiating on existing client renewals and new business quotes. We hope that we were good partners during this time and we welcome any feedback so we can improve in the future.

We Want to Meet With You



It has been far too long since we last met and now that we all have some free time I'd like to invite you to get together and reconnect. Whether that be a Zoom call or an in-person meeting I would love to discuss how we can partner together to

- Improve our relationship
- Educate you and your team on WTIA
- Sell more business together
- Go over the 2022 renewal

If you haven't written any groups with WTIA I'd love to get together and find out why and how we can partner to change that. I'm here as your advocate for the WTIA.

Contact me at rmencias@watech.org to schedule a meeting!

Cleo - Our New Family App



The WTIA is excited to announce a new product offering aimed at helping expecting families and families with children 12 years old and younger. Cleo offers services to support families on their parenting journey at no cost to employers or employees.

- **For existing WTIA clients** a SIMON alert was posted 2/8/2023 for group administrators to sign up via email.
- **For new business** this option is a check mark box on the Group Master Application (GMA).

For more information please see our [Employer Facing Cleo Flyer](#) & [Cleo Overview Video](#). If you're interested in signing up your WTIA client reach out to us at WTIA@washingtontechnology.org

Quote WTIA for ALL Tech & Professional Service Clients



Reminder - The WTIA can quote technology and professional services that support the technology industry. I bet you didn't know we could quote the following industries in addition to traditional "tech":

- **Electrical Contractors**
- **Manufacturing**
- **Equipment Merchant Wholesalers**
- **B2B Electronic Markets**
- **Wholesale Trade Agents & Brokers**
- **Publishing**
- **Broadcasting**
- **Financial Services**
- **Marketing**
- **Architects**
- **Engineering**
- **Research & Development**
- **Environmental**
- **Aerospace**
- **Administrative Services**
- **Consulting**
- **Information Services**

And there's a whole lot more!

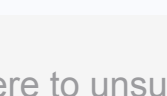
Here at WTIA we strive to make your life easier, so instead of looking at an NAICS code list every time you are going to market, just send in a quote to WTIA either direct at hrbenefits@watech.org or through WiredQuote and we will determine if we can quote the group or not.

We will do the research for you!

Feedback

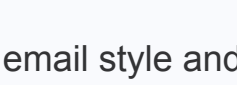
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