



**Gallagher** | Franchise Solutions



# The 3P Commitment

A Complete Line of Franchise Solutions to Help You  
Grow Your System and Support Your Franchisees



**PROTECT** your business



Care for your **PEOPLE**



Grow your **PROFIT**



Bring the value of a large network directly to your franchise and employees with **big business buying power**. Take a moment to learn more about some of the companies we partner with to provide great discounts and opportunities for your business.



- Personalized Program with Free Consultations and Significant Discounts on Hearing Aids
- 20%-30% Off MSRP Price of Custom Hearing Aids
- Free Annual Consultations, One-Year Supply of Batteries and Free Office Visits



- Customize Your Plan Options
- Covers Accidents, Dental Disease, Behavioral Issues, Illnesses, Hereditary Conditions and More
- Preventative Care Coverage
- Freedom to Visit Any Vet, Specialist or Emergency Clinic



- Copiers Leased at 0%-10% Over Cost
- Incredible Pricing on Even Single Machines



**FIRST AID / AEDs**

- Savings of 20%-40%
- Simple Ordering and Replenishment
- Training
- Equipment Leasing Available



**CLASS ACTION SETTLEMENTS**

- Contingent-Based Service
- Client Only Charged a Percentage of What is Actually Recovered



**PAYROLL/HR SERVICES**

**Payroll Management**

- Easy-to-Use Payroll Interface
- See Exact Cash Requirements
- Geolocation for Correct Tax Codes
- Time-Saving Auto Calculations
- Configurable Data Exports and Imports
- Paperless Payroll and Tax Forms

**Human Resources**

- Employee Handbooks
- Benefits Administration
- Position & Job Management
- Recruitment
- Onboarding
- Training & Certifications Management
- Performance & Compensation Management
- Compliance

**Time & Labor Management**

- Employee Scheduling
- Accrual Tracking
- Job Costing
- Pay Categories
- Mass Edit Capabilities
- Notifications
- Time-Off Request Tool



**EMAIL MARKETING ASSISTANCE**

- Save an Additional 10% Off Standard Prepay Discounts (That equates to 20% off six months or 25% off the full year)
- Affordably and Easily Communicate with Existing Customers
- Track Success of Emails Sent
- Ability to Send Unlimited Emails to Lists
- Unlimited Phone and Email Support



**DISPOSABLES**

- Savings of 20%-40%
- 15,000+ Items
- Next-Day Free Delivery on Orders Over \$200



**ENERGY PROCUREMENT**

- Savings of 10%-20%
- No Work on Franchisee's End
- Pricing from All Suppliers in Their Area Within Days
- Reverse Auction on Larger Accounts to Guarantee Lowest Pricing



**BUSINESS INSURANCE**

**Insurance Specifically Designed for the Franchisee's Operations**

- Property
- General Liability
- Auto (Commercial & Hired/Non-owned)
- Professional Liability
- Employment Practices Liability
- Cyber/ Data Breach
- Commercial Umbrella
- 10%-40% Discounted Credit Off of Published Rates



**HEALTH INSURANCE MARKETPLACE**

- Major Medical, Dental, Short-Term Medical, Accident, Critical Illness and Life Insurance Options
- Health Insurance Coverage Options Available in All 50 States
- Employee/Owners Choose Coverage Based on Their Needs
- Affordable Options for Individuals and Families



- Discount of Up to 25% Off
- Thousands of Locations Available Worldwide
- Book in Person, Online or Over the Phone



- 5%-55% Off the Best Available Rate
- All Major Hotel Brands
- Over 900,000 Hotels Available Worldwide
- Available Internationally, and Accepts Over 60 Currencies
- Ability to Translate Website into Spanish and Portuguese



- Employee/Owner Discounts of 5%-30% Off Web Prices on Entire Production Line
- Laptops, Ultrabooks, Tablets, Desktops, All-in-Ones, Workstations, Servers, Storage and Networking, Accessories and Software
- Free Ground Shipping on All Web Orders
- Monthly Limited-Time Specials
- Available in Canada and the U.S.



- Employees/Owners Receive a Discounted Flat Group Rate
- Effective Way of Determining Any Medical Conditions or Symptoms that May Lead to Stroke, Aortic Aneurysms, Arterial Disease and Osteoporosis
- Convenient Local Locations



- State-of-the-Art Protection Plans to Safeguard Against Identity Theft
- Employee/Owners Receive a 10% Discount
- Protection Plans at Just \$8.99 per month or \$98 per year



### LONG TERM CARE INSURANCE

- Options from Mutual of Omaha, MedAmerica, Prudential, TransAmerica, Genworth and more
- Education and Consulting Via a Network of 700 Local Agents
- Special Group Rates
- One-On-One Attention and Educational Materials
- Two Coverage Options — PPO and Dental HMO/Managed Care
- Flexibility in Coverage Options
- Benefits for Individuals and Families



### MERCHANT PROCESSING

- Best-in-the-Industry Rates
- Interchange Plus Five Basis Points and Five Cents Per Transaction (Rate typically reserved for clients doing more than \$30 million per year)
- No Long-Term Contracts, and Ability to Cancel at Any Time



- Two Coverage Options — PPO and Dental HMO/Managed Care
- Flexibility in Coverage Options
- Benefits for Individuals and Families



- Employee/Owners Receive a 10% Discount
- Over 900 Motel6 and Studio6 Locations from Which to Choose
- Ideal for the Budget-Minded Traveler



- Discounts of up to 80% Off Over 93,000 Items
- Free Next-Day Delivery on Orders Over \$50 (Excludes Furniture)
- No Minimum Purchase Required
- Buy Online or at Your Local Office Depot or OfficeMax Store



- Employee/Owners Save 15% Off the Best Available Rate
- Choice of Over 350 Locations in 40 States
- Pet-Friendly Locations with Free Wi-Fi



- Completely Free to All Employees/Owners
- Average Savings of 23%
- Accepted at 93% of Pharmacies Nationwide, Including CVS, Kroger, Walmart, Walgreens, Rite Aid, Target and Many More
- One Card Covers the Whole Family
- No Enrollment Process



- Savings of 20%-35% on Paint and Paint Supplies



### SPECIALIZED TAX INCENTIVES

- Average Savings of 20% Over Other Companies
- Average at Least 20% More Benefits than Competitors



### TELECOM / INTERNET

- Savings of 12%-25%



### WASTE & RECYCLING AUDIT

- Contingent-Based Service
- Client Charged a Percentage of What is Recovered



### WORKERS' COMP AUDIT

- Contingent-Based Service
- Franchisees Charged a Percentage of What is Actually Recovered — No Recovery, No Fee
- 90% Success Rate in Obtaining Refunds



- Up to 20% Off the Best Available Rate
- Choice of More Than 12 Hotel Brands
- Over 7,000 Hotels Available Worldwide



## SAFEGUARDING Your Franchise



### PROTECT Your Franchise

#### Property & Casualty Insurance

Equip your franchise with coverage options tailored to suit your specific industry, operations and locale.

#### Coverage lines include:

- Property
- General Liability
- Hired & Non-Owned Auto
- Workers' Compensation
- Commercial Auto
- Cyber Liability
- Employment Practices Liability
- Commercial Umbrella
- Crime

## Loss Prevention Training

Gallagher provides resources to educate employees on ways to reduce claims and drive down claim costs. This, in turn, drives down insurance costs. We cover everything from safety for your specific operations to HR best practices. Give your franchise access to comprehensive resources that could save your business.

## Employee Background Checks

Gallagher's partnership with **Universal Background Screening** provides franchise organizations access to quick, accurate and compliant background checks. Protect your employees, customers and business as a whole with Universal Background Screening's wide range of offerings.

### Common screenings include:

- Social Security Address / Alias Trace
- County Criminal Search
- Federal Criminal Record Search
- USA CriminalSearch™
- Motor Vehicle Driving Record
- USA OffenderSearch™
- Employment Credit Report
- Drug Testing
- Occupational Health Testing

## Disaster & Continuity Planning Resources

Preparing for the unexpected is a necessary aspect of any business endeavor, but that it is easier said than done. Gallagher's partnership with My Agility provides franchisees and their employees the tools they need to plan for interruptions and come back stronger than before.

- **My Agility:** Business continuity planning tools and resources catered to serve franchisees' individual industries, and help them prepare for — and emerge successfully from — disaster events.
- **My Agility Family:** A secure, password-protected portal to aid franchisees and employees through disaster and emergency situations.
  - Personal Preparedness Plans
  - Alert Notification Systems
  - Virtual Safety Deposit Boxes
  - Reminder Services
  - Weather Forecasts/Alerts
- **Agility Recovery:** Discounted emergency response services to help franchisees get back on their feet.
  - **Power:** Power generators stationed nationwide, including fuel vendors and service technicians
  - **Technology:** Computers, telephones and other tools available for quick delivery
  - **Office Space:** Mobile offices, available retail space and move-in ready space
  - **Connectivity:** Satellite connectivity to restore internet, data and voice connections



## Supporting Your PEOPLE

### Employer/Employee Healthcare Plans

Allow Gallagher to assist in choosing the right benefits menu for your business.

#### Employer Sponsored Plans:

- Traditional Employer Sponsored Plans
- Defined Contribution Plans

#### Non-Employer Sponsored Plans

Make it easy for employees to access individual healthcare options in their area when employer-sponsored plans are unavailable.

### Workforce Management Applications

Let Gallagher and its partners handle the details so you can focus on the work at hand.

- **Time & Labor Management:** Streamlined Processes & Assistance in Labor Law Compliance
- **Human Resources:** Multifaceted System Providing Automated HR Processes
- **Payroll:** Worry-Free System Tailored to Franchisees' Specific Needs



## Growing Your Franchise PROFIT

- **Generate Revenue:** When franchisees can focus on growing a business rather than managing back office matters, they grow. That growth translates into more profit for your business.
- **Improve Coverage & Discounts:** When more franchisees participate in the program, it allows Gallagher more leverage in the insurance marketplace for improved coverage and lower insurance cost. This helps you keep more of your hard-earned profit.

### Full Network Support

Ease of use is key when it comes to the success of any franchisor-endorsed vendor program. At Gallagher Franchise Solutions, our focus is on making life simpler for everyone involved.

- **Outstanding Franchise Customer Service:** Our dedicated service team is highly experienced in the franchise industry. They know your coverage and business insurance needs.
- **24/7 Portal Dedicated to Your Franchise:** This resource is your go-to source for exclusive information, discounts and coverage options.

READY TO TAKE THE  
Next Step?

Contact a franchising expert to learn more about Gallagher's 3P Commitment — and ways we can help.

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