



Member Profile

Who? Michael Santillan

Where located? Danville

What services/products do you offer? Disability Insurance, Supplemental Insurance, and Income Assurance.

When available/hours of operation? 8am - 5pm M-F, however I'm available 7/24

Method of payment? (accept credit cards... which?)

All

Who can you help or what problems can you solve? (types of clients, customers, patients)

I help employees and individuals protect their income by helping to provide a financial safety net of cash when they become sick or injured and can't work.

I help employers and businesses provide more benefit options for employees at no cost to the business.

I help employers and business save pre-tax dollars on their payrolls at no cost to the business.

How can you help people reach their goals? I find the right product for their needs and their budget.

I do this by talking with them and then using my expertise to find a great fit.

Why choose you over a competitor? I do what I say I will. I give personal service from day 1.

I not only fill out all the paperwork during application, but I will help file claims when needed.

What is a good referral for you? (define types of referrals) Businesses with 10-150 employees as well as individuals who are self employed or can't get Aflac through their employer.

What does not constitute a good referral? People that already have a chronic condition or are already on disability.

Who do you know who? What is your DREAM referral? (name of company, name of a certain person, etc.)

Ross Inc., they are a national retailer that doesn't offer Aflac to their employees. I'd like to change that.