



Specialized Departments

Proven Expertise to Grow Your Business

Expand beyond group medical with the support that empowers your business across Ancillary, Specialty, Medicare, and Individual (Under 65). When cases get complex, our dedicated teams deliver tailored solutions and guidance so you can work more efficiently, grow revenue, and better serve clients.

How Our Teams Support Brokers

Ancillary

Offer More Benefits & Uncover New Revenue Opportunities

- Guidance for quoting, sales, and implementation
- Broader benefit options to strengthen retention
- **Bonus program opportunities** to boost income

Specialty

Solve Complex Cases with Specialized Options

- Support for challenging scenarios and custom solutions
- Options include **PEOs, MEC/MV, GAP**, and vendor partnerships
- Helps position you as a trusted advisor

Medicare

Grow in a High-Demand Market with Confidence

- Choose your model: **sell directly or refer**
- Support for compliance, quoting, and enrollment
- Streamlined help to deliver solutions efficiently

Individual (Under 65)

Navigate a Dynamic Market with a Fully Staffed Expert Team

- Support for **on- and off-exchange** plans
- Timely guidance to keep your recommendations current
- Reliable help to grow and protect your book

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I've worked with a lot of carriers and vendors, but **Emerson Rogers'** specialized teams are different. They make it easy to offer more to my clients without adding extra work.

— Broker Partner, 2025



Learn More

For more information or if you have any questions about our Specialized Departments, please contact your Account Executive or visit us online at www.emersonrogers.com/departments