

## HOW TO DO NEW BUSINESS PRUDENTIAL

### Licensing:

- Licensing **MUST** be submitted to Benchmark via fax to 704-527-7371 or via email to [mark.warner@benchmarkigroup.com](mailto:mark.warner@benchmarkigroup.com).
- Please note that there are 5 PRE-APPOINT states with Prudential...**PA, GA, NC, UT and, WA**. All other states **REQUIRE** new business within 30 days of agent contract submission.

### Submission:

Case Manager ~ Scott Sheridan, Phone: 800-998-9997.

- All applications **MUST** be faxed to: 704-527-7371 or emailed to [scott.sheridan@benchmarkigroup.com](mailto:scott.sheridan@benchmarkigroup.com).
- **QUICK FORM APPS** can be used for all face amounts. These clients will be contacted by an underwriter to complete the medical questions. This application is **not to be used** for JUVENILES or INTERNAL REPLACEMENTS.
- **LONG FORM APPS** are for policies with a face amount of \$250k or more. **Long Form Applications under \$250k will automatically be rejected!**

• Long Form applications can also be mailed to:

Benchmark Insurance Group  
1515 Mockingbird Lane, Suite 820  
Charlotte, NC 28209

### Checking Case Status :

- You are **REQUIRED** to register on the Prudential website at [www.pruxpress.com](http://www.pruxpress.com), once your appointment is approved and active.
- Term Case questions can be emailed to [scott.sheridan@benchmarkigroup.com](mailto:scott.sheridan@benchmarkigroup.com).
- Always provide client name and policy number on all correspondence.

### Where to submit MONIES:

- All premiums received **after application submission** should be mailed to:

Prudential Financial  
Attention: Policy Issue  
2101 Welsh Road, Suite DTY  
Dresher, PA 19025

- All premiums received with applications **MUST** be mailed to the Processing Center address listed above.

### Illustrations and Marketing Support:

- You can call a member of the Benchmark team at 800-998-9997, or email us at [benchmarkigroup@carolina.rr.com](mailto:benchmarkigroup@carolina.rr.com).