



THE PT SERVICES GROUP®  
BUSINESS INTELLIGENCE REPORT

HEALTH & WELFARE

**Lead Number:** 12-1234 **Date:** March 5th

**Contact Data**

**Decision Maker:** Davis Williams **Phone:** 860-555-1212  
**Title:** CEO **Email:** [dave@pioneer.com](mailto:dave@pioneer.com)

**Company Data**

**Company Name:** Pioneer Basements **Address:** 1315 St. John Street  
**Year Started:** 1979  
**Number of Employees:** 52 **City:** New Britain  
**Website:** [www.pioneerbasements.com](http://www.pioneerbasements.com) **State:** CT  
**Type of Business:** Wholesale Distributer **Zip:** 06051  
**County:** Hartford

**Lead Detail**

**Group Health Plan Carrier:** Red Triangle  
**Group Health Plan Broker:** Colonial Benefits Group  
**Renewal Date:** September 1st  
**Participating Employees:** 35  
**Eligible Employees:** 52  
**Participation Percentage:** 67%  
**Additional Benefits:**  
**Dental:** Yes  
**Vision:** No  
**Disability:** No  
**Life:** No  
**Retirement Plan:** No  
**LTC:**  
**Greatest Concern:** Rising costs and lack of benefits