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| A close up of a sign  Description generated with very high confidence | **OUR VISION**  Deliver Unparalleled Service and Expertise with the focus of providing sound financial protection and peace of mind to our clients. |
| 2745 W. Hillsboro Blvd, Ste #1, Deerfield Beach, FL 33442  Office: 754-444-2782 or 561-444-9530, Cell 786-208-1221  Website: https://sunshineinsurance.agency  LinkedIn: https://www.linkedin.com/in/darleneswaffar | **COMPANY INFORMATION**  EIN: 82-1517382  DUNS: 012599582  NAICS CODES: |
| **CAPABILITY STATEMENT** | 524210 – INSURANCE AGENCY  524114 – DENTAL INSURANCE |
| Sunshine Insurance Associates has a mission to provide service and guidance to our clients in the Group Health, Group Medicare, Individual Medicare, and the Supplemental Insurance Plan Market. Our goal is to search for alternative strategies to save our clients money. We work with only the top “A” rated insurance carriers in the industry.  Our Agency and Agents are licensed in the State of FL with a 215 license which includes Life, Health and Annuities. Insurance products include: ACA or Self Funded Group Health, Medicare, Dental, Vision, Life, and Supplemental Plans such as Hospital Indemnity, Accident & AD&D, Critical Illness, Cancer Cash, Key Person Business Insurance, Buy/Sell Insurance, Short Term Disability, Long Term Disability, Dental, Vision and many other insurance offerings.  Our Client Market includes all industries from Professional Work Environment Employees, to Licensed Individuals in the Construction, Plumbing, Roofing, Automotive Real Estate, or Health Markets and Individuals from all economic levels. | 525120 – EMPLOYEE BENEFIT PLANS  923130 – MEDICARE  **CERTIFICATIONS**  MNSDC – MBE CERTIFIED  FL STATE – WBE, MBE & CBE CERTIFIED  Broward County School BD – E/S/M/WBE  **BUSINESS REFERENCES**  Business Banker: Bank of America  General Counsel: Richard Robles, Esq. PA  Humana: Donna Scobee  Colonial Life: Donna Tilton  **PRIMARY CONTACT**  **Darlene Swaffar**  A picture containing text, person, posing  Description automatically generated |
| **DIFFERENTIATORS & CORE COMPETENCIES** |  |
| * With over 8 years of Human Resources experience with Recruiting and designing employee benefits, I am uniquely positioned to understand the Benefits Consultant’s role. * 11 years of Insurance Industry experience with Group Supplemental, Medicare, Life Insurance and Annuities. * We have expertise with initiating Onsite Training for Wellness Programs. * Presentation on Benefits Orientation and Project Management for Enrollments. * As a Medicare Certified Expert, I can offer Medicare Educational Seminars, and assist clients in transitioning their aging-in employees onto Medicare plans thus reducing the entire groups premium costs. * $2,000,000 General Liability Insurance $1,000,000 Errors & Ommissions Liability Insurance | **Office**: 754-444-2782 or 561-444-9530  **Cell:** 786-208-1221 **Fax:** 754-600-5959  **Facebook & Twitter**: @medicarelady  **Email:** darleneswaffar@gmail.com  To schedule an appointment follow: [www.calendly.com/dswaffar](http://www.calendly.com/dswaffar)  Reviews: <https://birdeye.com/sunshine-insurance-associates-darlene-swaffar-aka-the-medicare-lady-154654790140049>  Business Tax Receipt #21-00033156  City of Deerfield Beach  Sunshine Insurance Agency  License #L099497  Invidivual FL 215 License #W016461  Date Incorporated: 05/15/17 |



**Contract Services Available:**

* Agent of Record
* Explanation of Benefits
* Benefits Orientation & Roll Out
* Onsite Wellness Orientation and Goal Setting
* New Hire Benefits Orientation
* Benefits Enrollment for both Group Health and Supplemental Insurance
* Medicare Educational Seminars
* Medicare Sales Seminars
* Medicare Benefits Enrollment

**Compensation is paid either through Insurance Carriers for AOR services, or at a rate of $125 to $150 per hour for Consulting Services and Seminars.**