



**Vertafore™**

Unleash your potential

# Producer Plus

Become an “instant expert” on more than 650 types of businesses using industry profiles, risk exposure questionnaires and coverage checklists.

These days competition is intense for new and renewal business. To be successful, you need to capitalize on opportunities with superior knowledge of your client’s business, efficient processes to complete submissions rapidly and protect yourself with the right tools to reduce your errors and omissions (E&O) risk. Producer Plus™ is designed to assist you in the sale and retention of commercial accounts, from lead development through post-sales support.

## Key Advantages of Producer Plus:

- Streamline your process and write more commercial lines business
- Train new producers more effectively in less time
- Protect your business from E&O exposure
- Give your producers more time for sales and service

***“Producer Plus is an invaluable tool for our new producers as well as our seasoned staff.”***

-Noreen Templin, assistant underwriting advocate specialist, Leavitt Group Agency Association, Cedar City, Utah

## Open the Door to New Opportunities

With the extensive risk information built into Producer Plus you have the tools to explore new verticals and expand your offerings. In a short amount of time you can review and understand your prospect’s business operations, analyze their coverage needs and be fully prepared to properly advise them on their coverage choices.

The comprehensive risk analysis tools in Producer Plus include:

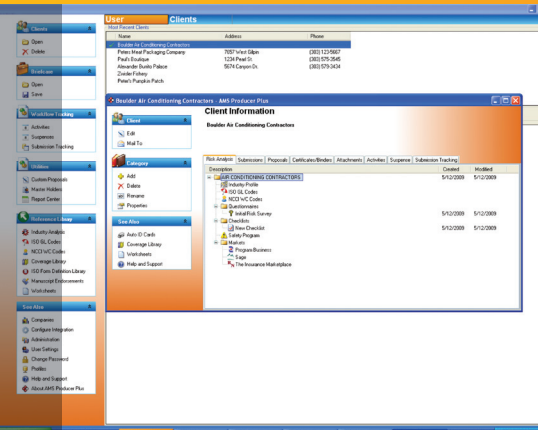
- Industry profiles, with key underwriting and coverage considerations and SIC/NAICS codes
- GL and WC classification recommendations
- Coverage checklists with comprehensive summaries of options
- Library of more than 1,300 coverage definitions

## Save Time and Money

Ensure your submissions have all the necessary information to reach the top of the underwriter’s stack. More than 850 ACORD forms can be combined with the risk analysis survey questionnaires to create comprehensive and professional submissions the first time.

Time savings are immense when you don’t need to go back and revisit a previously presented submission and retrieve more information for the underwriter. Producer Plus helps you ensure you include everything—even those pieces of information specific to certain types of businesses.

Once completed, submissions can be printed, exported to your management system or emailed directly to an underwriter in just seconds. Submissions are then automatically tracked within your system.



Give your producers added flexibility by letting them check out customer files and work on them while in the field. They can fill out questionnaires and checklists while on a site visit, saving them a trip to the office to type in the information and reducing the opportunity for error.

## Reduce E&O Risk

When you accurately assess client risk upfront you dramatically reduce your E&O exposure. The built-in tools in Producer Plus ensure you're asking the right questions and collecting the right data.

Producer Plus tools that protect your business:

- Loss control forms to identify account exposure
- Risk questionnaires specific to more than 650 types of businesses
- Coverage checklists to ensure your client is completely covered for his line of business

For further research you can choose to add access to additional market data and search through several well-known market finder products including:

- Sage® and ReferenceConnect™
- The Insurance Marketplace™
- Program Business

**“Producer Plus is the first place we go to become knowledgeable about the client’s risk. With the comprehensive risk analysis surveys everyone in our agency can be a risk protection consultant.”**

— Nancy Sattler, owner, Sattler Insurance Agency, Lewiston, Idaho

## Maximize Your Commercial Lines Sales Objectives

Create custom proposals in minutes using a large variety of templates and the ability to transfer data from any submission file. With a Microsoft® Word add-in, you can work right in Word and design your own custom templates so your proposals are consistent, branded and professional every time.

## Secure Your Competitive Advantage with Post-Sales Tools

Producer Plus is the only system that carries more than 450 risk-specific safety programs, which are required by many state and federal agencies.

Additional post-sales support includes certificates, binders and auto ID cards generated straight from the system. Providing this level of post-sales support gives your agency the competitive edge to succeed.

## Gain More Efficiency from Integration with Your Agency Management System

Producer Plus integrates with Vertafore agency management systems: AMS360®, Sagitta® and Prime so you never need to re-type prospect information into your agency management system once your prospect becomes a client. It's all there for you.

## Get Started Today

Call 800.444.4813 today to discuss your business needs with a Vertafore representative and start selling more commercial lines business right away.

Vertafore is the leading provider of software and information to the insurance distribution channel, including independent agents, brokers, MGAs, carriers and reinsurers. Vertafore leverages a unique industry presence to deliver meaningful solutions—powerful technology, critical information and robust insights to help organizations effectively respond to business challenges and capture new opportunities. Vertafore solutions are helping more than 17,000 customers and 500,000 end users gain a competitive advantage to accelerate their business performance.