



## The information you need. The connections you want.

ReferenceConnect® is the industry's most extensive and comprehensive insurance knowledgebase, providing you with access to all the information you need from one central location.

### Features you need

#### 40+ top insurance publications in one place

ReferenceConnect® aggregates information from trusted third parties into a single, searchable database that is continually updated and accurate. Write more high-profit, complex lines of business with access to key content from ISO, NCCI, IRMI, and more.

Available anytime, anywhere via your smartphone or tablet, so you can find the information you need quickly when visiting a new client or a new geographic area.

#### Standardize your training

Reduce the time it takes to ramp up new employees with access to Risk Profiles, Underwriting Guides, Court Cases, and much more

### Some customers have seen

- **3+ hours** saved each week on searches
- **60% reduction** in time needed for internal document searches
- Streamlined underwriting research

### Return on investment

#### Save 4 hrs/week per underwriter/technician

One customer was able to save 4 hours per week per underwriter/technician in a team of three underwriters and two technicians.

#### \$936,000/yr

That time savings goes a long way. One customer with over 200 underwriters saves \$936,000 annually with ReferenceConnect.

"You can't rely on your own experience when it comes to building products — you need to do some serious research. That's why having a resource like ReferenceConnect is so valuable."

**Kieran O'Rourke,**  
*VP, Director of Underwriting  
FCCI Insurance Group*

## Web Publishing

ReferenceConnect® Web Publishing allows you to easily publish, manage, and share your company content in one convenient location, providing both your team and agents with a one-stop shop for proprietary rules, forms, analysis, and company guidelines



### Features you need

#### Organize and publish proprietary content

Automate and centralize your ISO forms, rules, and guidelines, integrating them with third-party publisher content in an easy-to-search format that you define. Ensure that your retail agents use the correct form every time.

#### Attract New Customers

Program Markets enable you to reach out with targeted messaging while retail agents search – exposing your programs based on keyword, category, or industry code – with leads linked directly to your website.

#### Share information with agents

Provide retail agents with your company's proprietary information on ReferenceConnect in order to accelerate quoting, binding, claims processing, and more. Retail agents access your proprietary information through their own Agent Access portal.

### Web Publishing enables you to:

- Easily organize, manage, and publish proprietary information
- Reach 3,000+ retail agents performing 6,000,000+ searches each month
- Increase markets viewed by as much as 500%
- Designate which forms and rules are effective for your company
- Ensure that retail agents submit the correct form, every time

[Visit for more info](#)

or call 800.444.4813