Sircon Compensation

Drive sales with compelling producer commissions & incentives

Designed to motivate your agents and accelerate the sales that matter most to you. Sircon Compensation delivers a robust, scalable system for building and managing flexible commission and incentive programs. With simple-to-understand compensation statements and full access to all their compensation information, agents enjoy a transparent, frictionless experience that keeps them motivated and engaged.

Features you need

Purpose-built for insurance. Designed to handle multi-channel distribution, complex hierarchies, multi-dimensional compensation rate plans, and diverse compensation processes and workflows.

Configurable incentive programs. Quickly respond to market dynamics by creating and managing custom incentive programs using a simple wizard tool to improve your time to market in new territories and with new products.

360° view of producer compensation. A single consolidated view of any given producer's compensation status eliminates the need to check multiple systems.

Best-in-class agent experience. Agents have a self-service portal to view commission and incentive details, so they know they are compensated accurately, reducing call volume for your staff.

Simple and flexible commission payouts. Reduce the risk of expensive clerical errors and disputes with automated compensation calculation and an agent preference-based payment structure.

Integration with multiple systems. Works within your technology ecosystem to integrate with existing compensation and policy administration systems.

Automated payment cycles insurance. Automated process of commission payments that incorporate calculated earnings, advances, held payments, and adjustments.

Some customers have seen potential for

- **50% less time spent** managing the compensation process.
- **30% less IT time and cost** of maintaining existing distribution management systems.
- **1% sales increase** by optimizing commission programs and products.
- **Scalable growth** by adding new products or new agents without the need to hire additional staff.

"[Sircon Compensation] has enabled us to examine every broker compensation arrangement in place, identifying out-of-date incentive programs and recognizing cases where broker commissions were not leveraging the desired business result."

Large Northeast U.S. Health Provider

or call 800.444.4813

Vertafore

Sircon for Carriers

Strategic Distribution Management

Sircon for Carriers enables carriers to strategically leverage distribution management with comprehensive solutions and support. Anchored by our integrated distribution management technology, the solution is complemented by industry experts who serve as your strategic partners and can provide additional best-practice consulting and outsourcing services as needed.

INTEGRATED SOFTWARE

Sircon Onboarding & Self-Service
Automated onboarding & workflow

Sircon Producer Central
Producer credentialing & compliance

Sircon Compensation
Producer commissions & incentives

Best practice consulting

Business process outsourcing

INDUSTRY EXPERTS

Sircon by the numbers

650+ carrier groups, covering **3,000 companies** manage their distribution channels with Sircon solutions.

50% of all industry compliance licensing transactions go through Sircon.

Every year nearly **2 million** license applications & renewals are processed through Sircon.

168+ million compensation transactions monthly.

18 state regulators utilize Sircon software as their system of record.

96 of the top 100 carriers leverage Sircon solutions.

License transactions processed through Sircon in all **50 states.**

10+ million producer appointments and terminations annually.

68,000+ agencies across all jurisdictions.

Network of **1.8+ million** agents and advisors.

2,500+ continuing education providers in the Sircon network.

45% of all licensees are in states that use Sircon as their system of record.

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