One size doesn't fit all

Finding the right compliance solution for you

Now more than ever, successful agencies are having to be more conscious of every aspect of their business – and rightfully so. Without the proper credentials from states and carriers, books of business can be rejected or even never be paid.

Managing licensing and compliance on your own via spread-sheets or by "hacking" one of your existing systems to track licensing can be a recipe for disaster. These methods almost always fall short and increase your risk of noncompliance. With something this important, you need to feel fully confident in your system.

But compliance, like many things, isn't one size fits all. We have three solutions dedicated to saving you the time and worry you were spending on these tasks so you can focus on what really matters—growing your business.

But which one is right for you? We're here to help you decide.

Three questions to ask yourself

To find the best compliance solution for you, you should think through your needs before comparing features. Consider these questions:

1. Are you maintaining a large number of agents and CSRs?
2. Does your agency have complex workflows and/or agent data spread across multiple systems?
3. Do you have sophisticated/advanced reporting needs?

QUESTION ONE

Are you maintaining a large number of agents and CSRs?

Some agencies are bigger than others. But your number of agents and CSRs isn't the only thing to think about.

Things to consider:

- Does your agency (and agents) do business in multiple states?
- Are you maintaining multiple business entities with unique EINs that need to be licensed independently?
- Do you process and pay for license renewals and other regulatory transactions on behalf of your agents?

We have a large number of entities and processes to maintain

If you are dealing with a sizable volume of agents and CSRs along with their licenses and other regulatory transactions, you fall into this category. Maintaining multiple business entities with unique EINs and doing business in multiple states would also land you in this group. You should choose a compliance solution that can handle these advanced needs.

We have a moderate amount of entities and processes to maintain

If the number of your agents and CSRs isn't overwhelming and you aren't doing business in multiple states or maintaining multiple business entities, you are in this category. Although you may not have a large volume of licenses to manage or processes to handle, your spreadsheets have started to become unwieldy with more and more data errors. The right solution can make this process easier and take the administrative work off your to-do list.

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Does your agency have complex workflows and/or agent data spread across multiple systems?

Most companies could use some process streamlining, but it's worth thinking through a few factors in particular.

Things to consider:

- Are you handling a large number of onboarding requests with carrier partners?
- Do you do a lot of manual processing for routine tasks, such as verifying licensing and/or sales authorization information?
- Does your agency have downstream systems that need to be fed with licensing and/or sales authorization information?

Our data and workflow needs are complex

If this describes your agency, then you are likely handling a large number of onboarding requests while juggling manual processing and downstream system needs. The right compliance solution for you will be able to handle these complex needs with ease.

Our data and workflow needs are straightforward

If this sounds like your agency, then you are likely handling agent licensing and appointment verification requests as they come up, your licensing information doesn't need to be shared with other systems, and onboarding requests are at a manageable level. Although your processes may be simple, compliance can still be complicated. You should consider a compliance system that can complement the data and workflow systems you already have.

Do you have sophisticated/advanced reporting needs?

Reporting is nonnegotiable, but some agencies have more complex reporting needs than average.
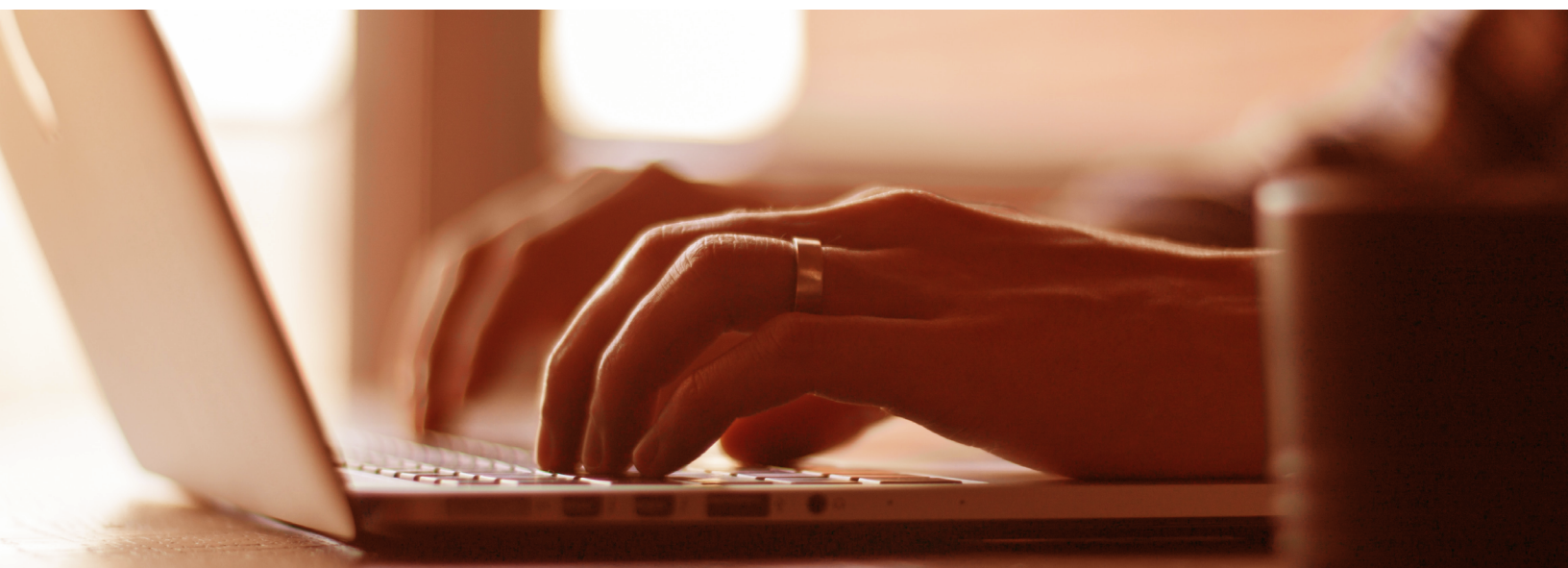
Things to consider:

- Does your agency require a high degree of report customization?
- Are you spending a lot of time creating reports every month for agent licensing and/or sales authorization information?
- Do you have easily accessible agent licensing and sales authorization records to support a regulatory examination/audit?

Our reporting needs are advanced

If this is you, you are likely spending too much time creating reports each month. Whether it's due to lack of accessible data, the high degree of customization your company requires, or because your process is simply too manual, the result is the same. A compliance solution that can handle your sophisticated reporting needs is a must.

Our reporting needs are standard

If you're in this category, you likely aren't overwhelmed with advanced reporting requirements each month. There's still room for improvement, though. The right compliance solution will make your reporting process even easier and reduce the risk of errors.

Putting it all together to find the right fit

Selecting the right compliance solution for your business doesn't have to be daunting. Thinking through the questions above should help you narrow down what your needs and priorities are. Using your answers to these questions, take a look at our compliance solution spectrum to see which one could be the right fit for your agency.

◣◢ Sircon
for Agencies

◣◢ Sircon
Producer Manager

← →

How many agents and CSRs do you maintain?

MANAGEABLE AMOUNT	OVERWHELMING AMOUNT

How complex are your data and workflow needs?

NON-COMPLEX	HIGHLY COMPLEX

How advanced are your reporting needs?

STANDARD	ADVANCED

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Another option to consider

Want to take compliance off your plate completely? If so, we have an option for you: Sircon Managed Services. Sircon Managed Services has all of the features of Producer Manager, but administered by our team of licensing specialists. You don't have to worry about a thing! See how all three compare:

	⋈ Sircon for Agencies	⋈ Sircon Producer Manager	⋈ Sircon Managed Services
50 state licensing transactions	✓	✓	✓
Convenient monthly invoices	✓	✓	✓
License tracking	Optional	✓	✓
Continuing education tracking	Optional	✓	✓
Appointment tracking		✓	✓
Advanced reporting		✓	✓
System integration		✓	✓

Whether you want to handle a few simple licensing transactions, manage more complex compliance needs, or have your compliance process completely taken care of, we have the solution for you.

Found the right option for you, or want to learn more?

[Get in touch]

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