



Sircon® Producer Manager™

Data Sheet

Automatic Data Accuracy

Sircon® Producer Manager™ makes managing producer relationships and credentials easier by enabling you to synchronize entire producer records with data from the National Producer Database (PDB) and other trusted data sources. This ensures that you are working with the same data that state regulators have on file.

Using the most accurate data available, Sircon Producer Manager streamlines and automates processes using a sophisticated rules engine based on your business rules, and the most up-to-date requirements in all 50 states.

Are Your Agents Authorized?

Keeping agents authorized to sell means not only meeting regulatory requirements, but also knowing the correct combination of licenses, appointments, education, and contracts an agent needs. To add to the challenge, you must make these determinations on a case-by-case basis because the requirements are different in every state, and are continually changing.

Sircon Producer Manager does more than store your records accurately according to the requirements are in each state. It can also evaluate an agents authorization status based on insurance or securities products sold—giving you easy access to the rules that help determine what combination of licenses, appointments, and education your agents need to do business.

Turns a “No” into a “Yes”

Not only can Sircon Producer Manager deliver a simple yes or no answer to the question: “Is this producer authorized to sell,” but it lets you turn a “no,” into “yes,” with automated processes to correct authorization failures.

Take Advantage of Just-in-Time Authorizations

Sircon Producer Manager lets you reduce costs and decrease quote-to-issuance cycle time by leveraging “just-in-time” authorization. It lets you meet complex state rules and reduce the risk of errors and violations. You can apply consistent processes to ever-changing authorization rules, eliminating manual processing of routine tasks and focusing instead on exceptions.



Sircon Producer Manager enforces:

- Valid license, qualification, appointment, and termination reason types by jurisdiction
- Appointment backdating rules
- Licenses, qualifications, and appointments effective date rules
- Appointing authority requirements
- Compensation hierarchy, with templates and validation
- Annuity & LTC suitability regulations

Sircon Producer Manager prevents:

- Appointment of agents in states where they are not licensed and qualified
- Appointment in a state where statutory companies are not authorized or where lines are not authorized
- Inadvertent termination of “shared” agents across multiple business units

Base Product Capabilities

- Regulatory rules engine, maintained by Vertafore and up-to-date with regulators
- Producer sales authorizations by insurance product type for new business verifications of license, line of authority, appointment, and other credential rules
- Sales authorization history for market conduct exam proofs
- Create producer records using PDB data
- Sync producer data with the PDB over time
- Data normalizers to fix errors in PDB data
- PDB data storage and history of sync-driven producer record changes
- Track and maintain agency/agent relationships and hierarchies
- Partial/complete hierarchy reassignment, including entire downline
- Hierarchy history for determining past compensation structures
- User security roles management/SSN masking
- User administration logging; data access logging for forensic security analysis
- Single Sign On for home office users
- Education credentials for annuity suitability, including authorization rules
- Integration with ClearCert for LTC suitability, including authorization rules
- Securities registration tracking, including authorization rules
- Auto update of appointment, termination, and license application responses
- License expiration alerts (scheduled emails)
- Parameterized reporting including flat result sets for PivotTable analysis
- Bulk appointment/termination processing
- Bulk business data updates

Support Sales and Marketing

Gain insight into information that can drive marketing and sales strategies and product delivery approaches. Ensure that the right agents are available to sell the right products at the right time to support sales goals. Address problem areas proactively with access to statistics on authorization requests by product type, state, authorization result, and error condition enabling you to act, not react, to business and market events.

Powerful Reporting

Sircon Producer Manager includes report tools that can help you save money on appointments by storing, tracking, and organizing your data into reports that give you exactly the information you need—enabling you to spend the money appointing and renewing only those agents who need it.

Sircon Producer Manager can generate reports of your agent data in a variety of formats to help you easily distribute and analyze producer data.

Additional reporting capabilities include:

- New producers
- Individual or firm summary
- Licenses
- Appointments
- License applications
- License renewals due
- Individual-to-firm associations
- Continuing education (CE) reviews due
- Background investigations
- Business unit producers
- Required items
- Staff member (users) list
- Basic and advanced staff member productivity

Secure SaaS Delivery

Sircon Producer Manager is a web-based application hosted and managed by Vertafore data centers. It's backed by an enterprise-class hardware and software infrastructure, and top of-the-line application servers, database servers, and reporting server software. Vertafore also provides advanced network security, Internet bandwidth, and dedicated production support staff to monitor and manage performance and security.

A Sound Investment

Sircon Producer Manager can help you turn the cost of compliance into a sound investment. It lets you avoid fines for noncompliance, and saves you money on appointment fees by helping you:

Track and store the most up-to-date data in one central location

The system manages agent data in one place, and offers a “one-click compliance” technology to synchronize your data with data that the PDB has on file for your producers.

Standardize, automate and process electronically

We help you establish standard processes for compliance activities, and automate data, and implement electronic processing to ensure compliance and accelerate authorization management.

Easy integration with in-house systems

Integrate with existing in-house systems and eliminate programming and interpretation of appointment, license, and LOA codes. Incorporate rules changes and other updates without IT resources or vendor support. Check regulatory mappings for each ACORD product type and view licenses, lines of authority, and appointment types.

For more information on Sircon Producer Manager, contact us at 877.876.4430 or visit our website at sircon.com.

