The insurance industry has always needed MGAs — but maybe now more than ever. From underwriting expertise to non-traditional coverages and risks, your agency partners rely on you for support and answers.

With ever-evolving complexities and new technology, the businesses that embrace change and evolution will be the ones to succeed. But there's no greater threat to your success than spending time on internal search, incompatible submissions, and ramping up new staff.

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ReferenceConnect
powered by Vertafore

The insurance industry relies on you. You can rely on us.

That's why you need ReferenceConnect, the only trusted knowledgebase for insurance professionals. Grow and streamline your business with aggregated insurance policy coverage and risk profile information all in one location, enabling you to boost internal efficiency and provide superior customer experience to your agency partners.

Continue reading to see how ReferenceConnect can help you grow your organization and set you apart from your competitors.

Connect with over
3,000 agencies

Trusted by **96** of the
top 100 brokers

You've mastered your niche business, now master your internal documentation

You're the expert in your niche program, but you need the right tools to keep your staff and new employees up-to-date on everything related to your business. With ReferenceConnect, you have access to everything you need at your fingertips so you can keep growing your business and outperform the competition.

Web Publishing

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. With Web Publishing, you can ensure your entire staff is working from the same internal documents and information to reduce E&O exposure and keep everyone in the loop.

Web publishing enables you to:

- Easily organize, manage, and publish proprietary information

- Designate which forms and rules are effective for your program

- Ensure that agents and underwriters submit the correct form, every time

- Mitigate compliance and E&O risks

- Reduce your declination rates

- Ensure all employees are working from the same, up-to-date content

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Bringing everything together

As an MGA, you know the value of bringing coverages from multiple carriers together into a single program. So why are you still finding reference information the old-fashioned way?

Publications

Whether it's classification, recommended coverages, or analysis, your business needs access to insurance information.

ReferenceConnect eliminates the need to search across multiple sources and websites to find the information you need. Simply log in, search, and find what you're looking for.

Top Publications for MGAs

1. ISO

2. A.M. Best

3. NCCI

4. IRMI

5. FC&S

Shouting from the rooftops

Sharing your program markets with your agency and broker partners is crucial to your business. But how do agents that aren't already your partners find you? And how do your existing partners know when to bring a risk to you?

Program Markets

Attract new customers with targeted messages to agents using Program Markets from ReferenceConnect. Easily target your messages and gain access to the only network of insurance professionals performing nearly 6,000,000 searches per month.

The features you need

Search result listing
Get the business you want with targeted keywords, phrases, and industry codes. Your message is displayed when users search for the words and phrases you target.

Custom messaging
Drive traffic to your site and attract new producers with personalized messages containing your contact information, company and product descriptions, and links to your site for each of your products and programs when users click your name or logo.

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Organizing, researching, and publishing content are all pain points that MGAs face, but that doesn't mean your staff should feel that pain when trying to access these documents. We want to empower you to write more business, drive better submissions, and improve your new employee and agency ramp-up speed.

With ReferenceConnect, you can publish proprietary information, access top industry resources, and become a more dynamic partner.

Find out more about what ReferenceConnect can do for you.

Learn More

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