

PROCESSES, COMMUNICATION, AND TECHNOLOGY

Power up your quoting strategy with AgencyOne

Chapter 1: Introduction

Navigating a hard market

Independent insurance agencies are under pressure like never before. In a hard market marked by rising premiums, limited carrier appetites, and an influx of remarketing demands, agencies must work faster and smarter to retain clients and grow profitably. Once a routine step, the quoting process has become a critical point of pain, where delays can mean lost business.

This global trend underscores the urgency for agencies to modernize their responses to rapidly shifting rate structures and client expectations. Agencies can no longer afford to rely on outdated quoting methods or manual workflows.

What is AgencyOne?

Vertafore designed AgencyOne to unify people, processes, and technology. By streamlining operations, automating routine tasks, and integrating workflows, AgencyOne empowers agencies to operate more efficiently in today's volatile market.

Introducing the solution: Quote & bind

Quote & bind is a core capability within AgencyOne that enables agencies to quote from 350+ carriers in real-time and bind policies without ever leaving the rater. It's designed to eliminate repetitive tasks, accelerate client response times, and restore control to agency professionals.

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Protectionism and nationalism in the US and globally will drive up insurance prices.

- John Neal, CEO of Lloyd's of London



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Purpose of the eBook:

This eBook will:

- Explore the growing challenge of quoting and remarketing in a hard insurance market.
- Introduce AgencyOne's quote & bind solution as a transformative way to streamline operations.
- Highlight this solution's tangible benefits to agencies seeking speed, accuracy, and growth.

