



## DISTRIBUTOR PROGRAMS

# Reap the benefits of organic growth

## No green thumb required

Increasing or renewing business from existing clients which you or your agent partners worked hard to cultivate is a powerful organic strategy. Up until now, however, accessing the data to leverage the opportunities has been labor-intensive and time consuming...lots of time.


### **Just in the NIC of time**

Now, NIC for Distributors offers a single-source digital platform that works with In Force data from multiple

carriers; reducing the time to nurture and grow your partner relationships and book of business.

### **Data tools for a year-round growing season**

With three levels of service, NIC for Distributors offers effective and direct ways to harvest opportunities from within your own territory. No green thumb required.



- Aggregating multi-carrier In Force data
- Leveraging data for cross-selling opportunities
- Creating new channels for digital engagement
- Improving communication with target marketing

## Activate Program

Requiring no manual labor, the Activate program can provide access to your agents, policy owners and current book of business. Instantly harvest data insights, review statistics and manage your operating hierarchies using search and filtering tools on the platform:



### ● Distributor In Force Policies

- Single or multi-carrier view of book of business
- Policy and policy owner segmentation
- Data insights including sales and services opportunities

### ● Distributor Staff Access

- Access for sales managers, case managers, marketing, support staff
- Segment hierarchy and enable staff restricted views
- User-friendly tools for easy access to data

### ● Agent Profiles and In Force Data

- Profiles for each agent in the hierarchy
- Book of business for each agent
- Data insights, sales and service opportunities for each agent

### ● Policy Owner Profile and Policies

- Profile for each policy owner
- In Force data from multiple carriers
- Policy notifications and documents

### ● Office and Business Unit Profiles

- Profiles for each business unit in the hierarchy
- Book of business for each business unit
- Data insights, sales and service opportunities for each business unit

### ● Management Tools

- Manage operating hierarchies, agents and downlines
- Communicate through Ambassador user to all agents
- Explore multiple views of your book of business and your agent network
- Search, filter and create segments using multiple data attributes

### ● Sales and Service Opportunities

- Filter In Force policies to identify sales and service opportunities
- Single mouse click to share sales and service opportunities with downlines
- Extract data into a .csv format for easy upload into 3<sup>rd</sup> party applications and sales tools

**GO** TO ACTIVATE PROGRAM

## Engage Program

For additional ways to communicate and share content, the Engage program can be purchased through the NIC Distributor App as an add-on to the Activate program, offering:



### ● Notifications

- In app and email notifications to staff and downlines
- Policy event notifications
- Sales opportunity notifications
- Shared lists notifications
- New message notifications
- Agent and office staff invite notifications

### ● Segmentation

- Policy owner and policy segmentation based on individual data attributes
- Agent and network segmentation based on profiles and book of business

### ● Direct Messaging

- Direct (one-to-one) in app messages/chat with agents and staff
- Full conversation history and message read receipts
- Secure and auditable

### ● Broadcast Messaging and Group Chat

- One-to-many in app messages to agents and lists of agents
- Many-to-many conversations hosted in app to support group conversations

### ● Document Sharing

- Secure storage and sharing of policy owner documents
- Share documents with firms, offices, and agents
- One-to-one document sharing for private documents
- One-to-many document sharing for industry, product and generic documents

### ● Content Sharing with Agents and Downlines

- Advertise conferences, webinars and product information to agents and downlines
- Promote agent websites, tools, services and programs to agents and downlines
- Links to apps and tech tools

### ● Data Tools

- Segment, sort and filter data by combining agent and policy owner profile information with In Force policy data attributes
- Create and save lists for communications, document sharing and data export
- Export data into .csv with a single mouse click



**GO** TO ENGAGE PROGRAM



# Accelerate Program

In force policy management is a vital component of any insurance technology eco-system. Whether you want to integrate NIC with your Agency Management System, CRM, agent website, tools or apps, NIC's open architecture makes integration possible.

- **Agent Website or Portal Integration**

- Single Sign-On (SSO) to your agent portal

- **AMS Integration**

- Full integration with Agent Management System (AMS) to enable easy movement between pending and In Force policies on NIC Distributor

- **Apps and Tools Integration**

- Integration with your tools, apps and services including illustrations, e-apps, as well as policy services

- **CRM Integration**

- Integration with your Client Relationship Management (CRM) solution including single sign-on and data sharing

- **Marketing Automation Integration**

- Integration with your marketing automation solution to enable you to leverage In Force policy data for targeted campaigns

- **Turn-Key Agent On Boarding**

- On boarding your agents has never been easier. All of your agents can be invited to NIC with a single click; providing outsourced agent marketing and communications programs to drive adoption and usage.

**GO** TO ACCELERATE PROGRAM

---

We are here in the NIC of time with  
In Force data across multiple carriers



Don't see one of your carrier partners? Contact us today and we will do all of the heavy lifting to get your In Force data included.



Picking through data intelligence no longer has to be labor-intensive. Let NIC do the heavy lifting for you and your agents. Contact us today to learn how NIC for Distributors can support your agent partners and your business growth.

---

## We are here in the NIC of time!

**Rick Hyde**

[rick.hyde@ins-connect.com](mailto:rick.hyde@ins-connect.com)

[www.MeetNIC.com](http://www.MeetNIC.com)

888.513.9524

# NIC

Organic Growth Platform

NIC ~ Distributor Programs