Organic Growth

It's ripe for the picking

Increasing or renewing business from existing accounts which you or your distribution and 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 Carriers offers a single-source digital platform that works with In Force data; reducing the time to organize and leverage insights from the data. Going from hours down to seconds, NIC eliminates manual input, as well as searching and sorting, allowing you more time to nurture and grow your partner relationships.

Data tools for year-round organic growth

With four programs to choose from, NIC for carriers offers effective and direct ways to harvest opportunities from within your own territory. No green thumb required.

NIC

Organic
Growth Platform

Creating new channels for digital engagement
Empowering partners with In Force data
Improving communications with target marketing
Digitizing relationships through technology hub

Activate Program

By providing In Force data feeds to NIC, the Activate program creates a way to directly share website links, as well as marketing and product information to distributors, agents and policy owners. In turn, you are able to instantly harvest data insights from the platform, using search and filter options:

- Distributor, agent, policy owner profiles
- Partner and policy owner contact information
- In Force documents and policy details
- Books of business — yours, your distributors and agents
- Unassigned and orphaned policies

GO TO ACTIVATE PROGRAM

Engage Program

For additional ways to communicate and share content with distribution partners, the Engage program can be purchased through the NIC carrier app as an add-on to the Activate program, offering:

- **Content Sharing**
  - Targeted marketing & promotional content
  - Product information, website links & support contacts
  - Tracking, reporting & statistics

- **Document Sharing**
  - Secure storage and sharing of policy owner documents
  - Targeted document sharing with distributors and agents
  - Read receipts & reporting

- **Direct Messaging**
  - Direct (one-to-one) in app messages/chat with distributors and agents
  - Full conversation history and message read receipts
  - Secure and auditable
  - Supports document attachments

- **Broadcast Messaging and Group Chat**
  - One-to-many in app messages to distributors and agents
  - Many-to-many conversations hosted in app to support group conversations
  - Supports document attachments

- **Notifications**
  - In Force policy notifications for distributors and agents
  - Policy event notifications
  - Policy service notifications
  - Shared lists notifications
  - New message notifications in app and email format

- **Data Tools**
  - Segment, sort and filter data by combining distributor, 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

To further integrate your sales and fulfillment processes, NIC has created the Accelerate program. With integration tools and systems to interpret and format data, the Accelerate program is a subscription service that works together with the Activate and Engage programs to provide:

- **Carrier Website Integration**
  - Single Sign-On (SSO) to your agent website

- **Apps and Tools Integration**
  - Integration with your tools, apps and services including illustrations, e-apps, as well as policy services
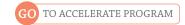
- **Development Services**
  - Supporting the NIC experience which include prototyping, API development, SSO development, agent authentication and application development

- **Agent Portal Integration**
  - Single Sign-On (SSO) with your agents and product portals

- **Data Services**
  - Services supporting the NIC experience which include data transformation, extraction, mapping, API development and ACORD formatting

GO TO ACCELERATE PROGRAM

Carrier Agent Portal

Ensuring distributors and agents have all the tools and information they need to be successful is the groundwork for organic growth. Partner with NIC to create a single agent portal that supports all of your captive and independent distribution partners. Leverage NIC's platform and 25 years of carrier experience to create a digital engagement platform. All of tools available in the other programs are also a part of the agent portal, as well as:

- **Carrier In Force Data**
  - Access to your In Force policy information
  - Policy owner profiles

- **Carrier Communications and Content via NIC Carrier App**
  - Direct messaging
  - Broadcast messaging
  - Group chat
  - Email
  - SMS

- **Documents**
  - Upload, store and share documents with your distributors, agents and policy owners

- **Additional Custom and Configurable Components**
  - Notifications
  - Agent hierarchies
  - Commission feeds
  - Pending policy feeds
  - Portal and App SSO
  - 3rd party access control

- **Data Insights**
  - Sales and service opportunities
  - Agent, policy owner and policy search and segmentation

GO TO CARRIER AGENT PORTAL

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

We are here in the NIC of time!

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NIC

Organic Growth Platform