

CASE STUDY

Concorde General Agency - Fargo, ND | W cgains.com

Get Online! With I-Engineering's I-Net Online Rating & Quoting System

The reality is that agents do not want to take a lot of time to get the information they need to quote a policy for a prospective insured. By making it easy with our online system from **I-Engineering** it is a win for them.



p.e.t.e.
Premier E-Tool Emporium

We knew that we wanted to be a leader in the marketplace, and after speaking with several people that had the system, we knew how we would get there. Like many others, we had attempted our own on-line system and ended up with one that was more cumbersome to use than agents would put up with. The concept that we saw **I-Engineering** deploy through other general agents like Connecticut Underwriters made sense.

We look at online rating as business that we normally would not have written. It's the ease of generating a quote in minutes that makes online rating a true success. It brings business that we normally would never have seen.



Bob Hanna
President



Scott Anderson
Executive Vice President

Being easy to use made sense and when we started, we really looked at how we could narrow those questions down to the lowest common denominator to get an indication of rates. It's kind of scary when you start doing that and you look to see how little you really need to provide. Working with **I-Engineering** has been fantastic.

Doing some of our multi-state, multi-carrier products can take some very significant thought and generation, but once we get the info to I-Engineering they have it back pretty darn quick! I am very happy with the result. Because we did the first product line, we are much more efficient in adding to the product line.

“Business we normally would have never seen!”

~ Bob Hanna & Scott Anderson



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