



# iGO DROP TICKET™

## AN INTELLIGENT, RULES BASED SHORT FORM

An intelligent, rules-based short form, used by producers and call center support staff for application processing, iGO Drop Ticket runs on iPipeline's integrated SSG Digital® platform which integrates directly with 1,200 websites. The platform provides more than 400,000 producers within the largest insurance carriers, distributors, banks, broker-dealers and wire houses with the ability to automate the marketing, selling and processing of insurance.

### REMOVE THE PAPERWORK ROADBLOCK

The complexities of selling life insurance are vast. Between ever-changing state regulations, a multitude of products and thousands of convoluted forms, selling this important part of a client's financial future isn't always easy. iGO Drop Ticket removes these barriers by simplifying what they need to do to get the business to a carrier. Using simple user-friendly iGO technology, agents are guided through a short series of screens that collects all the vital information in minutes.

### SALES GO UP, FRUSTRATIONS GO DOWN

Incomplete and illegible insurance forms cause lots of unnecessary back-and-forth between carriers, distributors and agents. This leads to lost sales for all. iGO Drop Ticket makes sure everything that needs to be completed is completed. This all takes place within a matter of minutes. That means the agent is free to sell more and get paid faster. Carriers and distributors wind up spending less time processing.

### CLOSE SALES QUICKER

Getting tickets to the right place has always been an adventure. To top it off, faxes, mail and email aren't integrated with systems. They're frequently rife with errors, too. With iGO Drop Ticket, agents send the ticket and the accompanying data straight to the carrier's call center system. The agent concentrates on selling more and the call center takes care of the behind-the-scenes processing. This means more commissions for agents, better efficiency at call centers and higher placement ratios at the carriers.

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## FEATURES:

- Rules-based short form to produce 100% in Good Order Submissions
- Runs on iPipeline's simple and intuitive on-demand SSG Digital® platform
- Agent e-Signature
- e-Submission to Carrier Call Center (ACORD 103 XML)
- Wizard screen to support a simplified application (Primary Insured, Owner, Risk Evaluation, Plan Information, Agent Information, Validate and Lock Data, and Agent Attestation)
- Secure e-mail link to BGA for Go/No-Go Approval prior to submission to call center

## BENEFITS:

- Eliminates NiGO (Not in Good Order) submissions
- Simplifies application processing of high-quality, low-cost term insurance
- Reduces cycle time by 10-14 days
- Increases placement ratios by 7%
- Allows call centers to tele-underwrite and complete detailed information gathering, freeing the agent to sell more and get paid faster
- Enables agents to rapidly sell into underserved "Main Street" America