Sales, Distribution & Technology

Secrets of the
Best Remote Sellers

"A cost effective, compliant and Institutionally endorsed way of distributing insurance."

ILTCI

15th Annual Intercompany Long Term Care Insurance Conference

- ## Scott Williams – President
  - MarketPlace Group a Division of LTCI Partners, LLC.

- ## Brian Hickey – Vice President
  - Insuractive, Inc. – Medicare Solutions

- ## Bill Unrue - President
  - InsureWell – Individual Disability Insurance

Give the audience your best 3 minute elevator speech about your Company and Value Proposition.

Individual commissioned agents have been very successful selling remotely – why can both co-exist in today's world?

Technology

Describe your various technology platforms:

- Lead Generation
- CRM
- Online Education and Sales Process
- Electronic Applications (carriers or your own)
- Case Management Communications
- E Delivery?
- How do you "Remarket" if they don't buy?
- Cross Marketing of other Products or Services?

- Did you have a "traditional model" before going virtual?

- Are you guilty or do you want to be?

- What else is out there now?

- If you had a crystal ball – who could be?

- Who do you compare yourself to in the insurance industry?

- Who do you compare yourself to outside the insurance industry?

- How many calls are typical if your going to take an application and how long is each call?

- Screen sharing? Skype type communication?

- What type of "self service can consumer do before speaking with your firm?"

- Lead to application cycle time?

- Lead to revenue cycle time?

If someone in the audience was looking to start to sell insurance in a call center setting such as yours, what are say the top 3 barriers to entry in your mind?
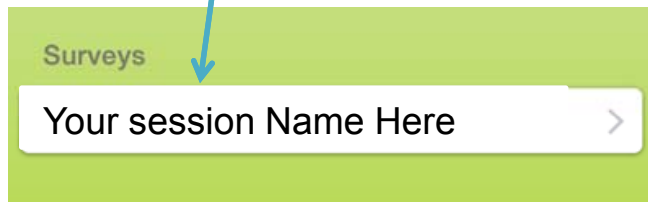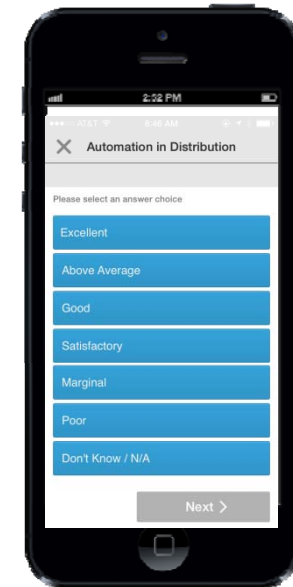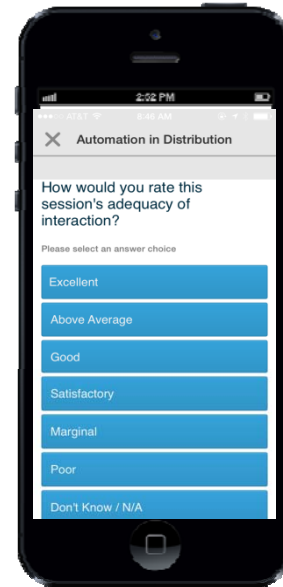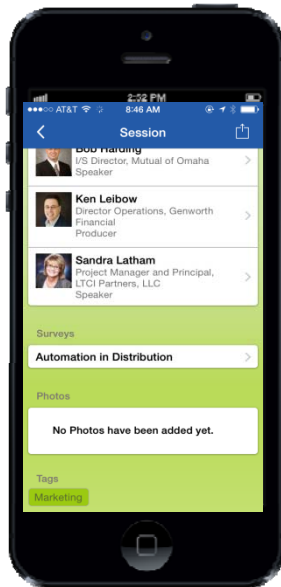
Questions?

Don't forget to fill out the survey

1st you must have download the ILTCI Mobile App
- Go to your app store; search ILTCI. It's free.

1. **Find the session**
2. **Scroll to the bottom**
3. **Tap on the session name below the survey**

Tap on the answer you wish to submit

Click Next