



Product Overview



JULY 2020



The Problem

Insurance is one of the most highly regulated industries in the country. Navigating state producer regulatory requirements can be daunting and grows in complexity with the size of your agency.

6,247

Regulatory actions taken
against producers last year

\$25,773,759

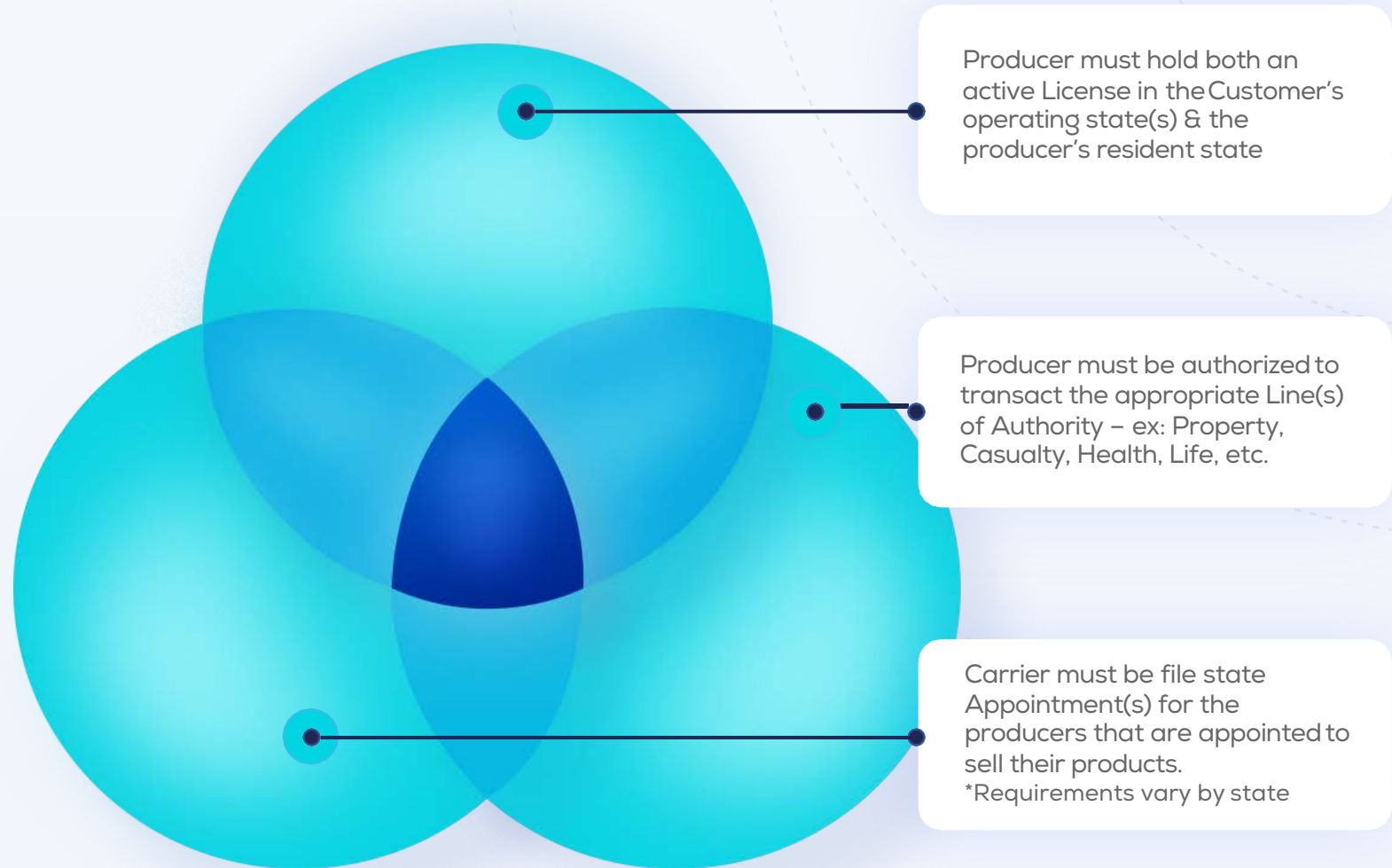
Total regulatory action fine
amounts in US Dollars last year

68%

Increase in total fines vs
previous year

Meeting Compliance Requirements is Not Easy

State rights gives each state the autonomy to regulate insurance transactions within their jurisdiction – increasing complexity of transacting across state lines by a factor of 50, the number of states we have. For a transaction to meet compliance requirements (and avoid costly regulatory violations) it must meet the below criteria satisfying the Venn diagram.



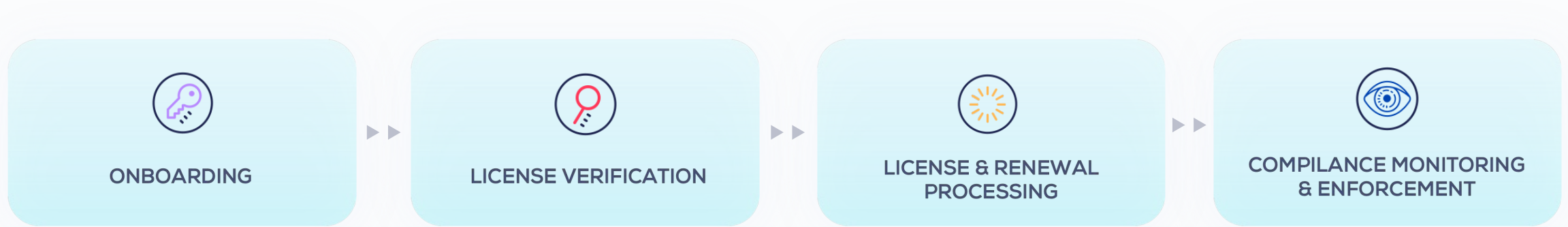


A Few Examples of Licensing Penalties Issued in Recent Years

- Zenefits fined [\\$7 Million](#) in California alone for multiple licensing violations
- American Labor Alliance & CompOne USA to pay [\\$4.3 Million](#) in fines for selling insurance policies without being properly licensed
- Connecticut's insurance department collected [\\$2.8 Million](#) in penalties for improper licensing and other market conduct issues
- Lincoln National fined [\\$100K](#) for paying insurance commissions to 2 unlicensed producers
- People's Trust Agency fined [\\$100K](#) for selling insurance policies using unlicensed personnel
- MetLife to Pay [\\$50 Million](#) in fines for selling insurance without the proper licensing
- AIG to pay [\\$35 Million](#) in fines for unlicensed insurance activity by its former
- Clements & Co, Lloyd's, and UNFCU fined [\\$1.4 Million](#) for selling unlicensed insurance
- Chubb fined [\\$1.3 Million](#) for engaging in the business of insurance without a license
- Oxford Health to pay [\\$1 Million](#) in fines for paying compensation to an unlicensed producer
- CUOMO to [Pay \\$200K](#) in fines for unlicensed insurance activity



The AgentSync Producer Lifecycle

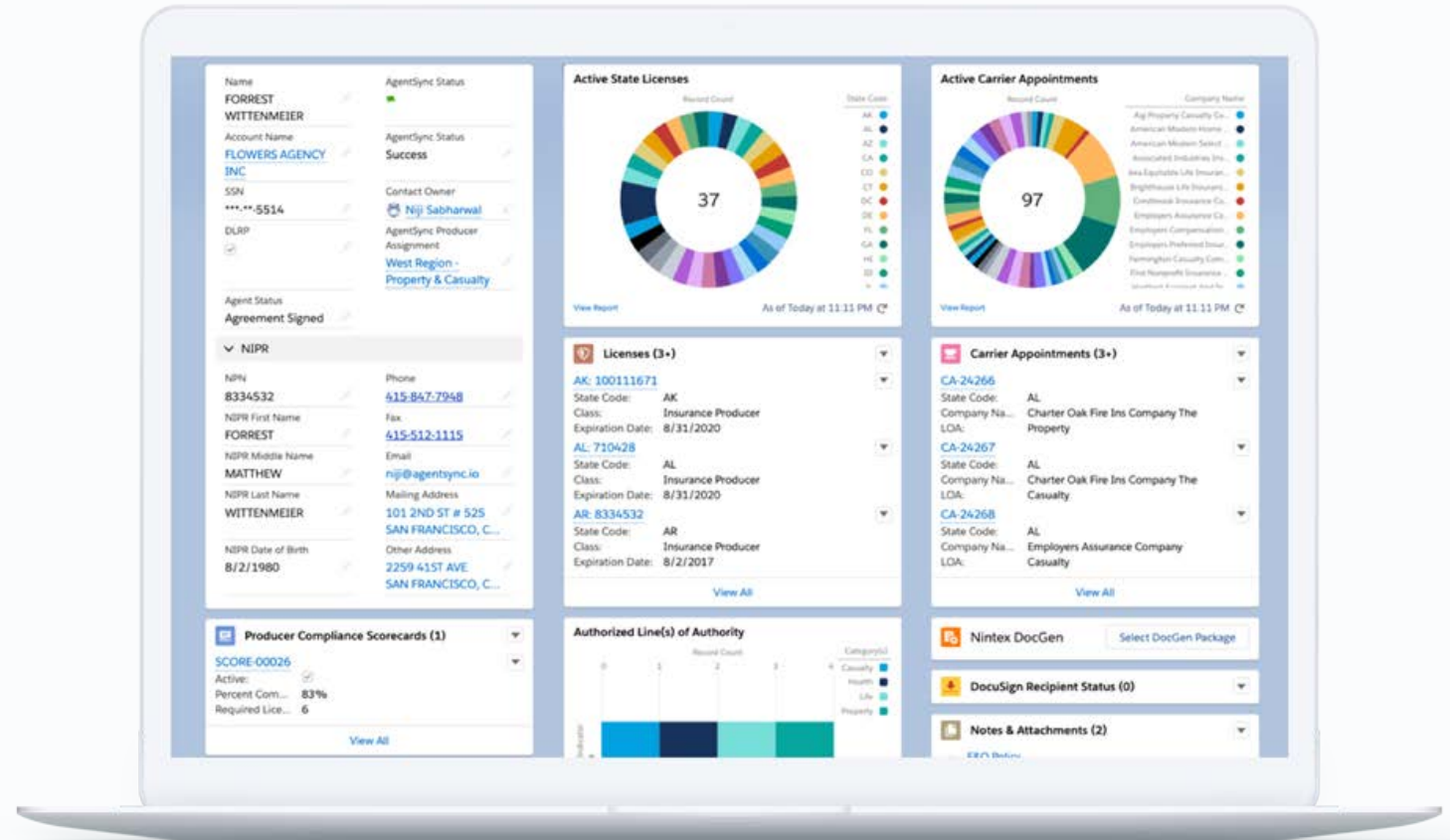




The Agent Record Imported with NIPR

Simply enter the producer's NPN (National Producer Number) to import the agent record from the NIPR PDB (Producer Database) in real time at onboarding in bulk via CSV upload

All active agent records are automatically synchronized with NIPR – AgentSync is updated daily to reflect any and all changes as info changes in NIPR





The Agent Portal

All producers can view their licenses, carrier appointments, update their bio info, answer background questions, upload documents, etc. – Directly from Salesforce or by logging into the AgentSync Portal

Log In

USERMAIL

PASSWORD

Log In

Welcome to the AgentSync Licensing Portal
Update your Producer Details and View Licenses & Carrier Appointments.

Licenses

Carrier Appointments

All ▾

Search this list...

Sort by Expiration Date • Filtered by all licenses • Updated 2 minutes ago

	License Number ▾	State ... ▾	Class ▾	Active ▾	Expiration ... ▾	Res... ▾
1	FL: W244022	FL	Agent	Yes		NR ▾
2	ME: PRN241000	ME	Producer (NonResident)	Yes		NR ▾
3	MI: 8334532	MI	NON RESIDENT PRODUCER	Yes		NR ▾
4	NC: 8334532	NC	Insurance Producer	Yes		NR ▾
5	NY: 8334532	NY	SUBLICENSEE	Yes		NR ▾
6	VA: 930816	VA	Insurance Producer	Yes		NR ▾
7	MA: 1967076	MA	INDIVIDUAL PRODUCER	No	8/2/2017	NR ▾
8	TX: 1956137	TX	General Lines Agncy/Agnt	No	8/2/2017	NR ▾

Manage Producer Detail Record

Background Information

Employment History

Contact Information

Background Questions

Update View

New

Portals are branded with your company logo, colors etc. (included in implementation)

Automatically-Generated Compliance Analysis Through Scorecards

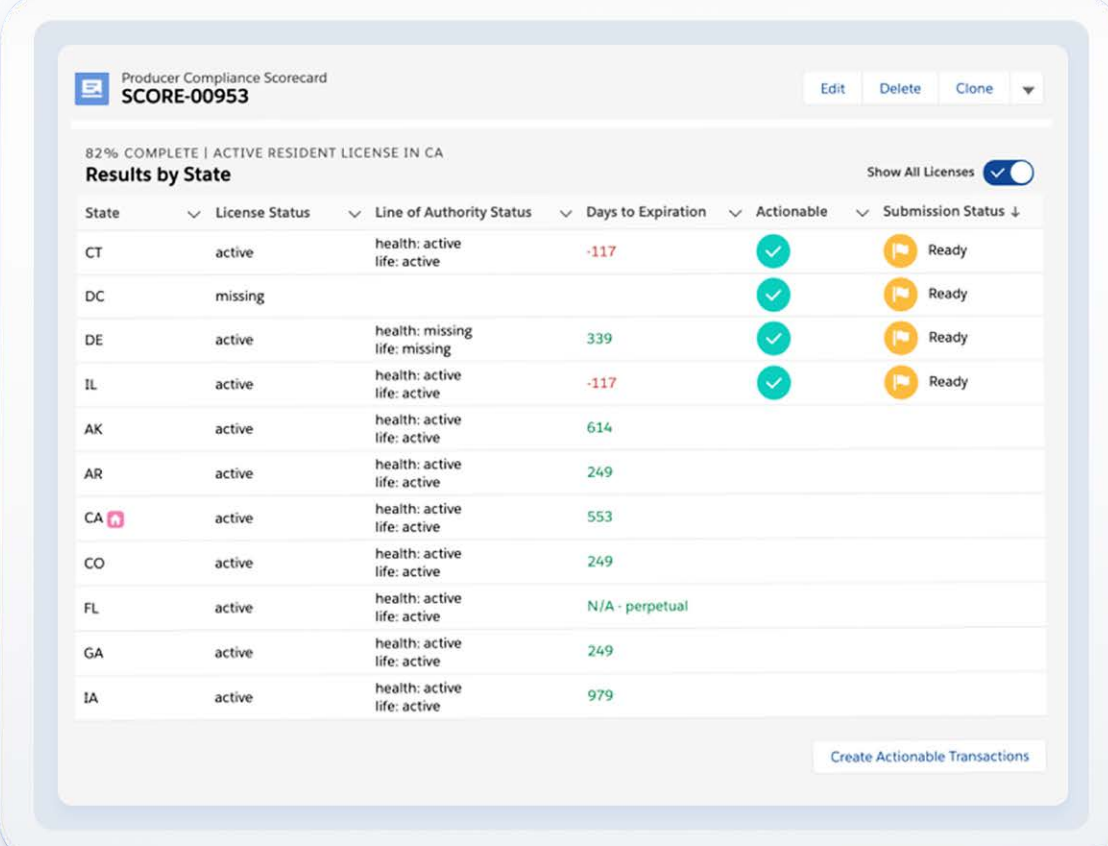
Effortlessly verify credentials

As soon as a producer is assigned to a Producer Assignment (similar to a sales territory) a Compliance Scorecard is generated identifying any gaps in compliance.

Quickly zero in on what is missing where and for whom. The scorecard provides granularity by State, Missing License, Missing Line of Authority, and Missing Appointment. This level of detail reduces any confusion on what remediation needs to occur.

Apply for or renew missing licenses or line(s) of authority in one click directly from the scorecard.

Scorecards are automatically recalculated as new licenses and appointments are approved in NIPR through the direct integration. New scorecards are also automatically generated if you change a Producer Assignment. The old inactive scorecard is kept for good record keeping.



The screenshot displays a 'Producer Compliance Scorecard' for 'SCORE-00953'. It shows a progress bar at 82% complete and a toggle for 'Show All Licenses'. The main table lists compliance data by state, including License Status, Line of Authority Status, Days to Expiration, Actionable status, and Submission Status.

State	License Status	Line of Authority Status	Days to Expiration	Actionable	Submission Status
CT	active	health: active life: active	-117	✓	Ready
DC	missing			✓	Ready
DE	active	health: missing life: missing	339	✓	Ready
IL	active	health: active life: active	-117	✓	Ready
AK	active	health: active life: active	614		
AR	active	health: active life: active	249		
CA	active	health: active life: active	553		
CO	active	health: active life: active	249		
FL	active	health: active life: active	N/A - perpetual		
GA	active	health: active life: active	249		
IA	active	health: active life: active	979		

Buttons at the top: Edit, Delete, Clone. A 'Create Actionable Transactions' button is at the bottom right.



Automated Agent Contracting

In one click, or as part of an automated workflow, generate producer agreements auto populated with Agent & Agency info, W9, and E&O Policy captured during onboarding

Drastically reduce time to activate Agents, remove internal man-hours from the process, and delight your Agents with a seamless onboarding experience

Producer Name: Forrest Wittenmeier
Producer's Social Security Number: ●●●-●●-●●
Firm: Flowers Agency INC.
Producer's E-Mail Address: niji@agentsync.io

Producer's Business Address:
101 2ND ST # 525
San Francisco, CA 94105-3675

DocuSigned by:

MB230529C41E

Signature of Producer



PRODUCER AGREEMENT

Signature Page

THIS AGREEMENT is made as of the 19 day of August, 2019 between Agentsync General Life Insurance Company, AGENTSYNCE Dental Health, Inc. and its dental plan subsidiaries & AGENTSYNCE Health Corporation and its health plan subsidiaries named on the attached Exhibit A and AGENTSYNCE Insurance Services Company (hereinafter collectively called the "Company") and FORREST WITTENMEIER (hereinafter called the "Producer") collectively the "Parties". If Producer is a legal entity (i.e., corporation, partnership, this Agreement is applicable to, and the term "Producer" includes, its employed agents.

The Parties have caused this Agreement to be executed in their names either personally or through their duly authorized representatives, as appropriate. In signing this Agreement, Producer (or, if applicable, its authorized representative(s)) acknowledges that he/she has read this Agreement, understands it, and has a copy of it. This Agreement may be executed in counterparts, each of which shall be deemed as original and all of which together shall constitute one and the same instrument.

This Agreement may be executed by Producer by signing the signature page and faxing a copy of the signed Agreement to Agentsync General, which faxed signature shall be deemed to be an original signature attesting Producer's acceptance of all terms of the Agreement and any exhibits or attachments.

by: FORREST WITTENMEIER
Social Security Number: ●●●-●●-●●
Firm: AGENTSYNCE INC.
Identification: 34 1677006
Mail Address: niji@agentsync.io

Business Address:
101 2ND ST # 525
SAN FRANCISCO, CA 94105-3675

Signature of Producer

8/19/2019

Date

The Company approves the Agreement and agrees to pay Compensation to the Producer, as applicable, subject to all the provisions herein.

Wp: [Signature]
Wp: Subscribed, Confirmed & CEO

8/19/2019
Date



Product Feature Overview

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& Scorecards

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Security, Data Privacy
& Implementation



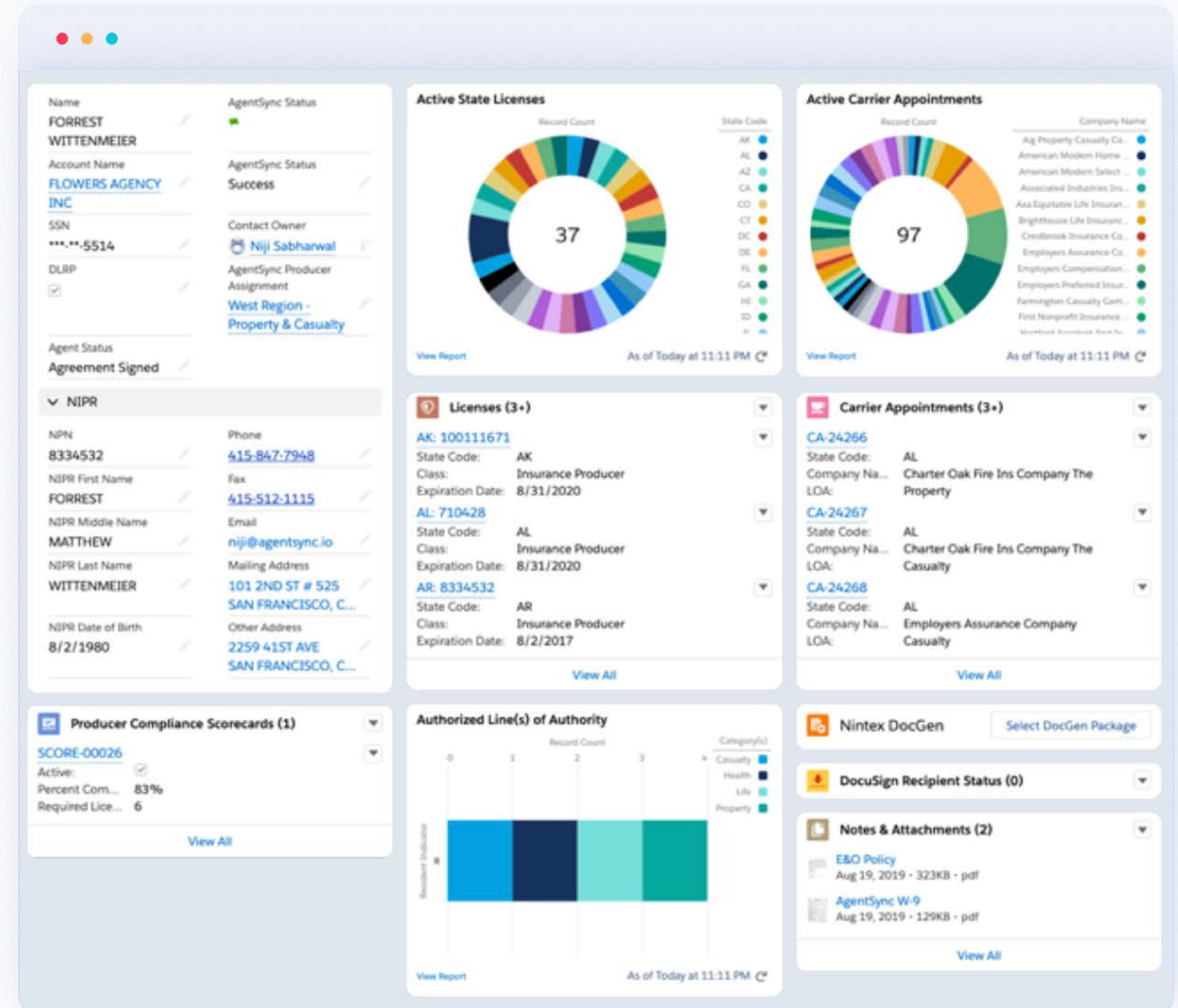
The Producer Sync

Onboarding producers & tracking their credentials has never been easier

AgentSync is powered by a direct integration to NIPR that essentially makes a copy of all your producers' contact info, licenses, appointments, and even regulatory actions. Any changes made in NIPR are automatically updated to your system through a daily synchronization - giving you peace of mind knowing credential statuses are always current and up to date.

All contact information is automatically maintained via the NIPR integration - by law, and to avoid fines producers are required to update their contact info within 90 days of a change.

Getting started is as simple as loading in all of your producer's NPN numbers. In moments you will see all their NIPR records flow into the system.





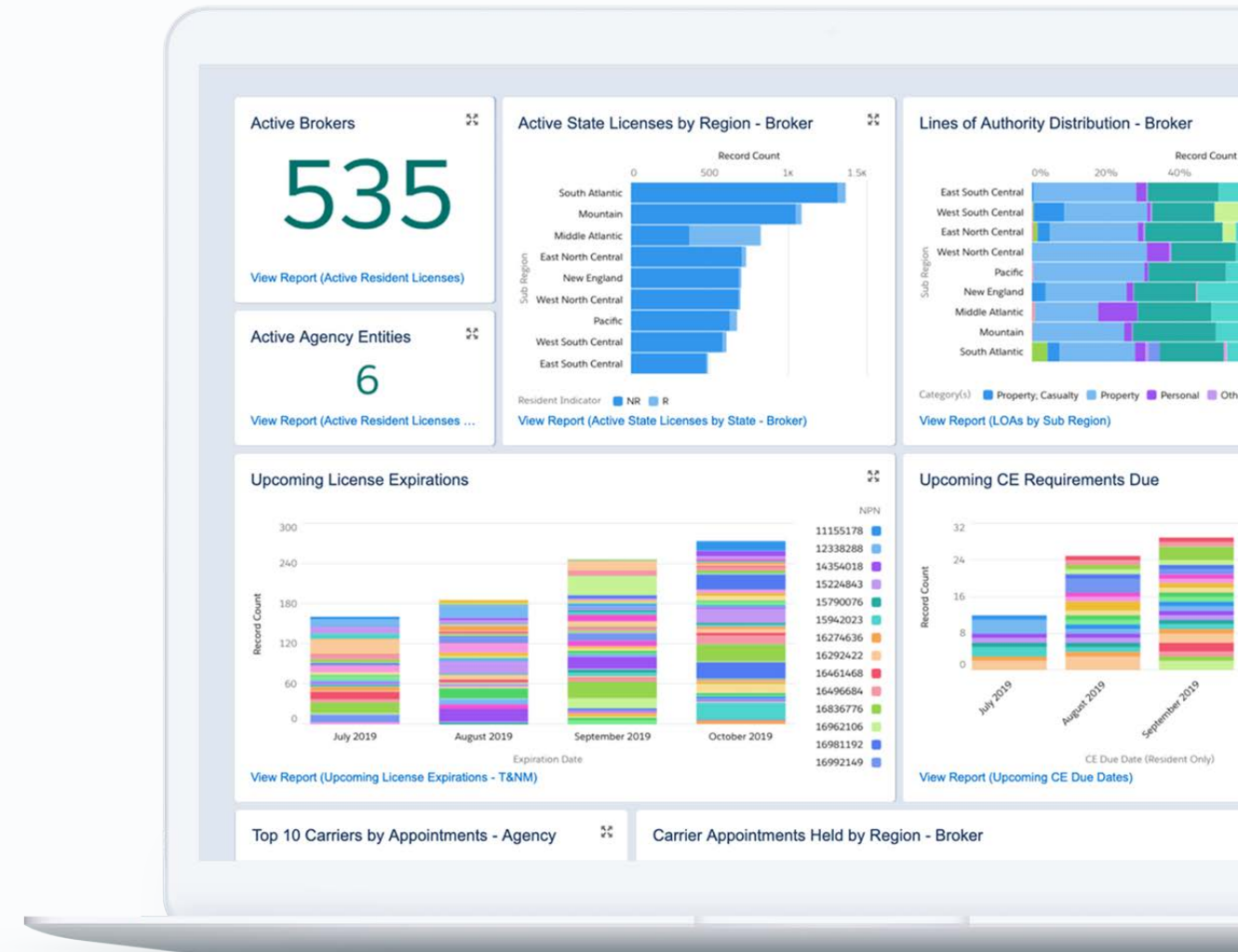
Dashboards & Reports

Self serve, drag and drop customization, and one click exports

Your producers' data now lives in Salesforce enabling you with the advantage of powerful reporting and analytics. NIPR data is normalized and organized into a digestible data model to facilitate reporting – drill into any component for additional details.

Dashboards & reports are easily customizable – AgentSync comes preloaded with the basics to get you started. The self serve report customization user interface is incredibly intuitive (similar to pivot tables in excel) but if you need any help the AgentSync support team can help you build or customize a report at no additional cost.

Easily create and export custom reports by defining filter criteria, drag and drop desired columns, and choose file format – voila!



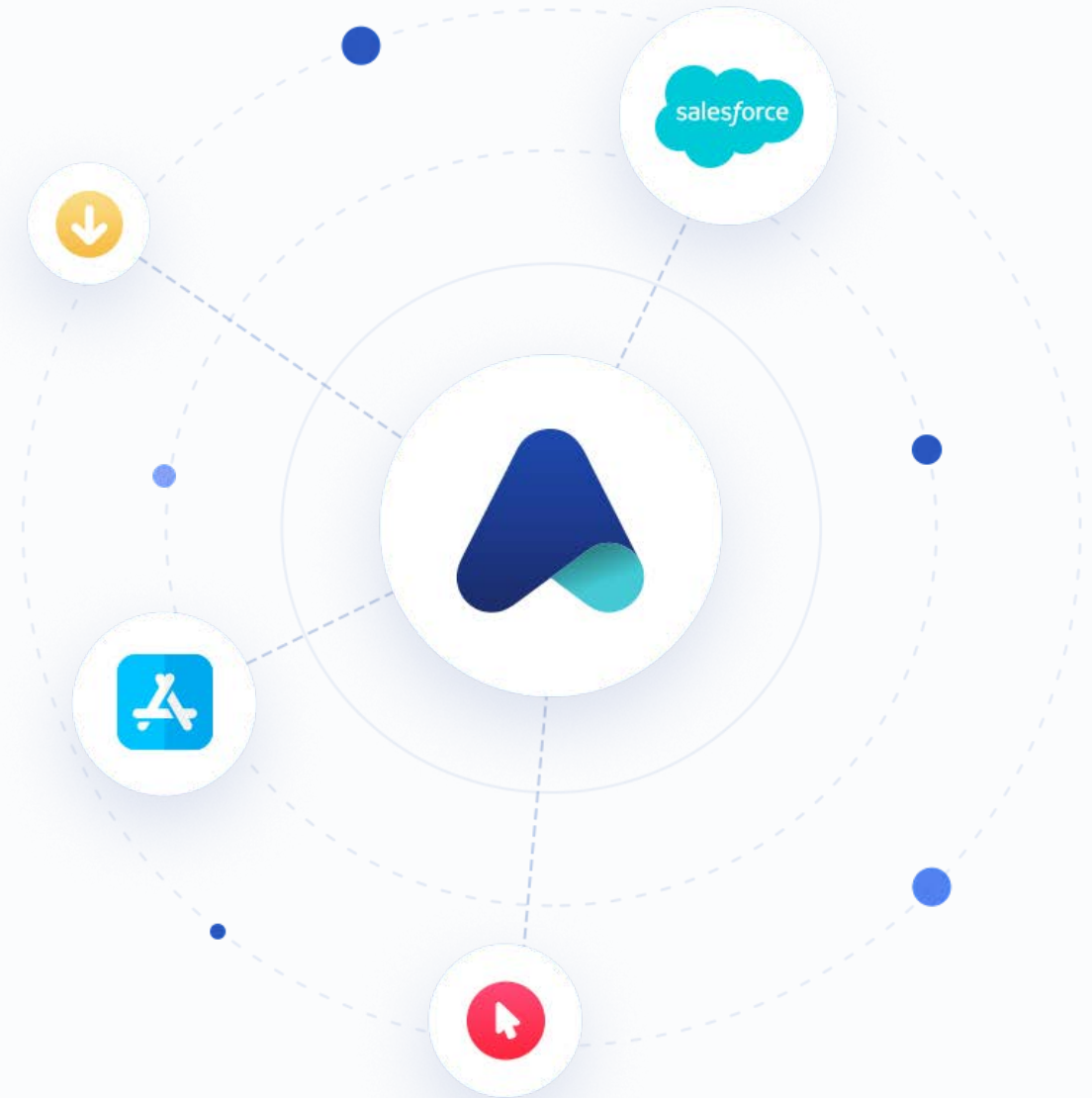


System Implementation

Basic setup can be completed in days not months and can be deployed within an existing Salesforce environment or as a standalone if you are not currently on Salesforce.

It's as easy installing an app on your iPhone. Once the app is installed in Salesforce get started by simply entering NPNs to sync. Producer info is automatically kept up to date as it changes in NIPR.

No lengthy implementations or clunky integrations to maintain. Put it to the test by installing it in your sandbox.



Compliance Scorecard Dashboard

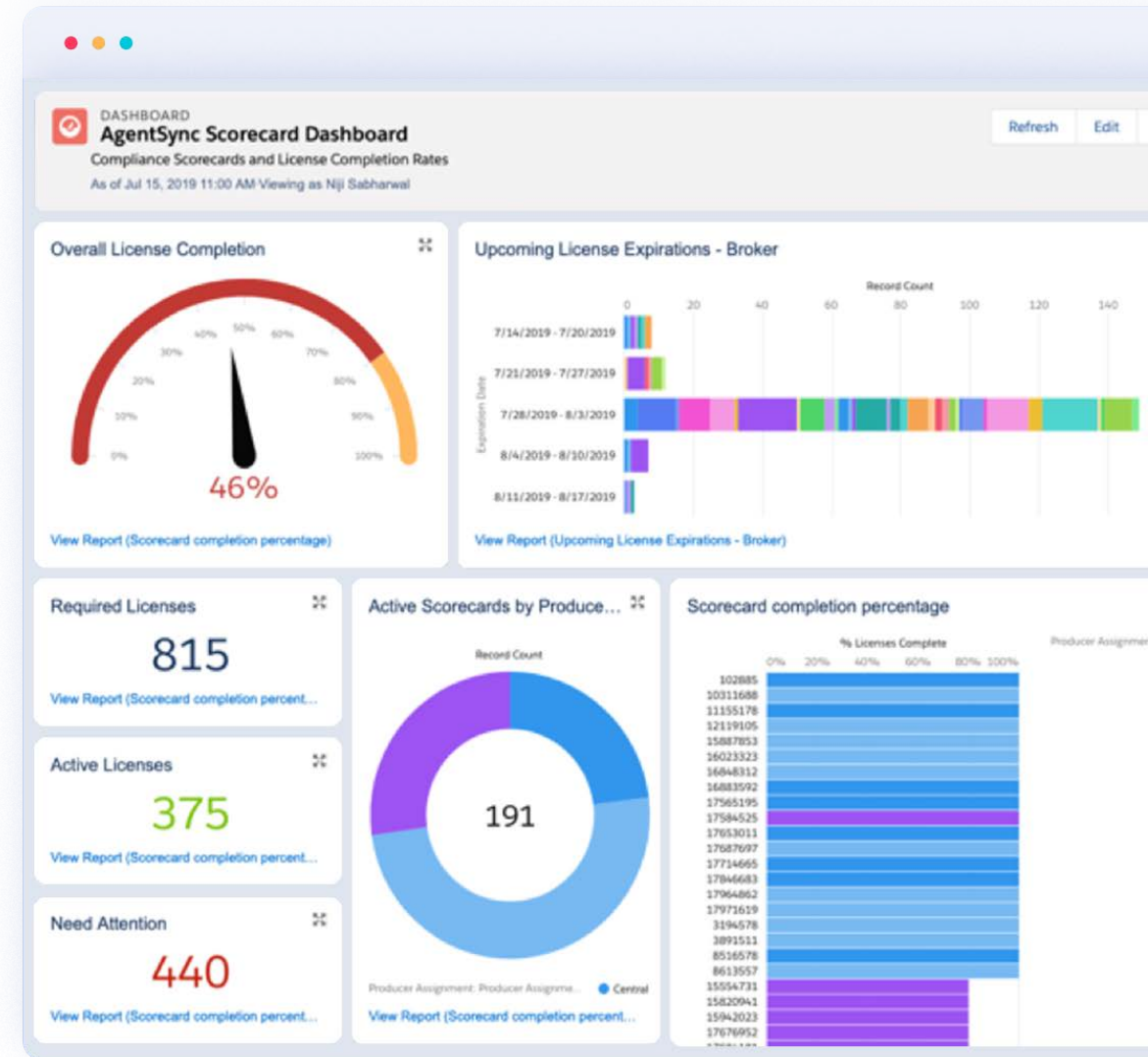
Aggregated actionable insight into overall credential status

Extract the signal from the noise by focusing on the actionable exceptions to your compliance program. By comparing the credentials required to sell your products against actual producer credentials held – you can proactively advise producers of any credential gaps before they attempt to submit business to avoid any disruption to your sales cycle.

Scorecards are automatically recalculated as new licenses and appointments are approved in NIPR through the direct integration, so you know your information is always current & up to date.

Once compliance gaps are identified you can action them in two ways:

- Notify the producer via email of the missing credentials with instructions to remediate
- Leverage AgentSync's NIPR Transaction feature to submit credential application(s) for processing directly to the state via one-off submission or automated as part of a workflow



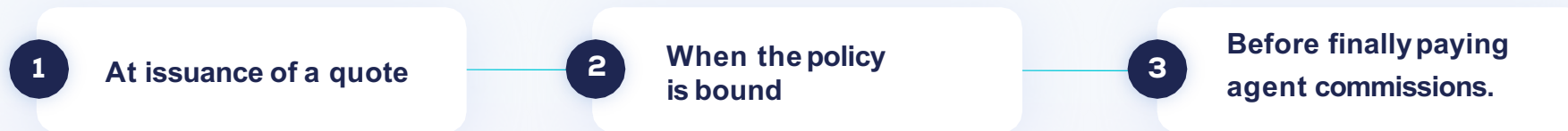


Real-time Compliance Controls

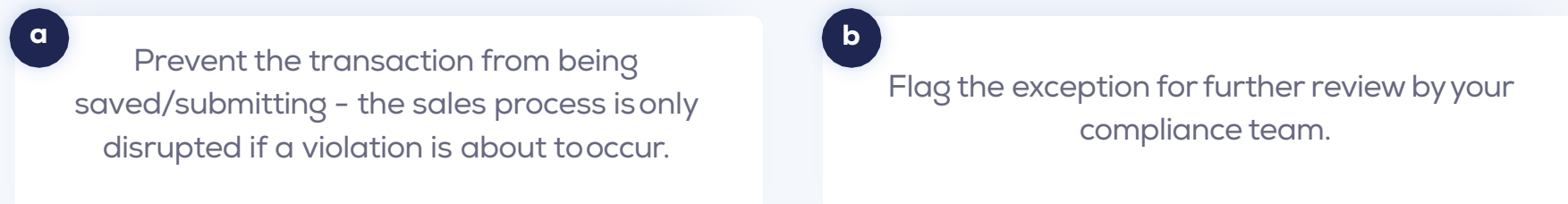
Prevent violations before they occur as a last line of defense

Enforce proper credentials in real time as your producers submit transactions into the system.

You choose when and where to check agent credentials based on the customer's location and insurance lines. Enforce controls at one or many milestones:



If the system detects improper credentials you have two options:





Apply for and Renew Licenses Directly from Salesforce

Submit to NIPR in a few clicks

Take licensure management one step further by automatically applying for or renewing licenses, and lines of authority based on Compliance Scorecard results. There are three submission processing options: Fully Auto, Semi-Auto, Manual.

Quickly process license transactions as one-off by state, multiple states by producer, or multiple states for multiple producers. Effortlessly producer contact info changes to all states in a click of a button.

As licenses are approved in NIPR they will appear in your system via the direct integration and will trigger recalculation of the Compliance Scorecards - Completing the remediation life cycle.





Producer Details

Intuitive self-serve producer info collection

Think “master paper licensing application” – Collect required details from your producers to be used to populate NIPR transactions. Since AgentSync gets most of the information through the NIPR integration we prepopulate most of the form – producers need to fill out SSN, employment history, background questions, etc.

Submit contact info changes to every state where the producer holds an active license in one click by hitting the “Contact Info Change Request” button. This service is 100% free and avoids costly fines issued by the state for untimely notification filings.

Information entered into the form is validated page by page for common errors or format issues.

MANAGE PRODUCER DETAIL RECORD





Compliance Scorecards

Assign a producer to a group of states and lines of authority (below) to automatically generate a scorecard providing intuitive and comprehensive compliance analysis. Scorecards automatically recalculate upon any changes to the producer's credentials

Actionable credentials (either missing or within a renewal window) are easily identified – submit all actionable transactions in bulk directly from the scorecard

State Licence(s)

AVAILABLE

CT
DC
ID
IN
KS

CHOSEN

AK
AL
AR
AZ
CA

Line(s) of Authority

AVAILABLE

PROPERTY
CASUALTY
VARIABLE...
ADJUSTER...
CREDIT &...

CHOSEN

HEALTH
LIFE

NIPR Transactions

Scorecard

Licenses

Carrier Appointments

88% COMPLETE | ACTIVE RESIDENT LICENSE IN CA

Results by State

Show All Licenses ☒

State	License Status	Line of Authority Status	Days to Expiration	Action...	Submission Status
AZ	active	health: active life: active	-186		Ready to Submit
IL	active	health: active life: active	-186		Ready to Submit
WY	inactive		-186		Ready to Submit
	missing				Ready to Submit
OH	missing				Ready to Submit
FL	active	health: active life: active	N/A - perpetual		
IA	active	health: active life: active	910		
AK	active	health: active life: active	545		
AL	active	health: active life: active	545		



NIPR Transactions

Submit license and renewals, and contact info changes directly to NIPR

AgentSync will automatically assess producer's eligibility based on requested transaction(s) and provide stats on each state's status complete will estimate fee calculations

Manage open transactions in one easy place – statuses are automatically updated, you don't even need to refresh the screen

NIPR Transactions						
Scorecard Licenses Carrier Appointments						
OVERVIEW						
Eligibility: New Submission: Submitted 0 0 0 1						
Actionable Transactions						
Submit Transactions						
<input type="checkbox"/>	Transaction Name	State	Type	Estimated Fees	Charged Fees	Status
<input type="checkbox"/>	GT-00047671	AZ	Renewal	\$225.00		Ready to Submit
<input type="checkbox"/>	GT-00047679	CA	Appointment			Ready to Submit
<input type="checkbox"/>	GT-00047680	CT	Appointment			Ready to Submit
Closed and Pending Transactions						
	Transaction Name	State	Type	Charged Fees	Status	Status Detail
	GT-00047678	AK	Appointment		Approved	
	GT-00044410	AZ	Renewal	\$225.00	Approved	1.) Beta auto response. Approved. Se...
	GT-00046602	AZ	Renewal	\$225.00	Approved	2.) Beta auto response. Approved. Se...



AgentSync Accelerate



Bulk import up to 5K producers at a time via drag & drop CSV upload



Bulk process renewals and missing credentials for up **to 10 producers at a time**



Dramatically **accelerate your compliance** processes



Submit appointments, terminations, licenses, renewals, and contact info changes **directly to NIPR**



NIPR Transaction Management

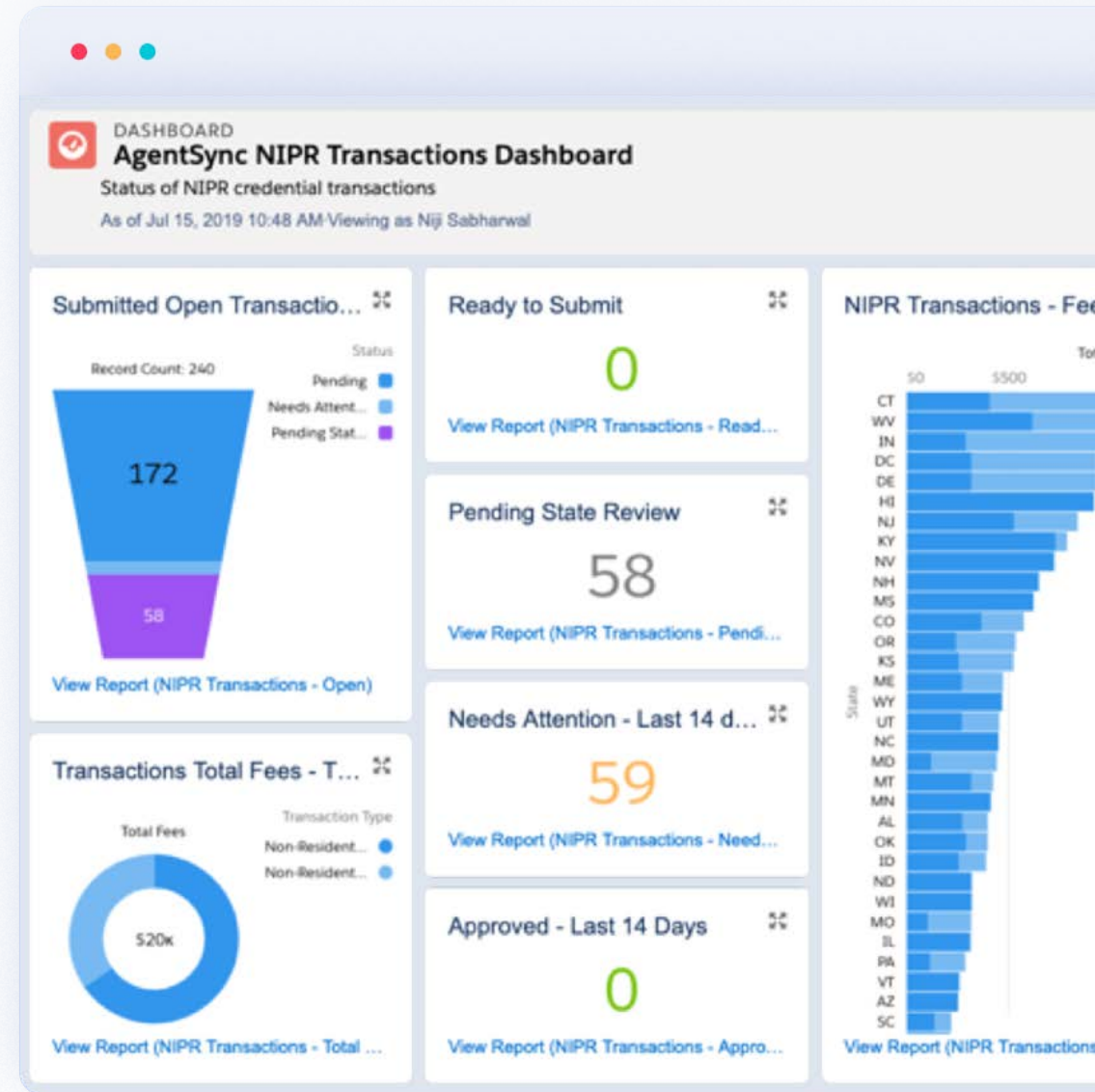
Track, manage, and reconcile fees

Get a consolidated view of your state/NIPR fees & manage NIPR transaction status in one place.

Many states will auto-approve transactions in real-time if they pass state specific business rules. For states that require manual review or for producers with personal background issues - the transaction may be in a "Pending State Review" status until a decision is made.

As credentials are approved in NIPR they will appear in your system via the direct integration and will trigger recalculation of the Compliance Scorecards - completing the remediation life cycle.

For finance teams: AgentSync provides advanced functionality to support monthly accrual activities. Since we know the actual cost of the license/renewal and the effective period (issue date to expiration date) we can help support finance accruals of the expenditure.



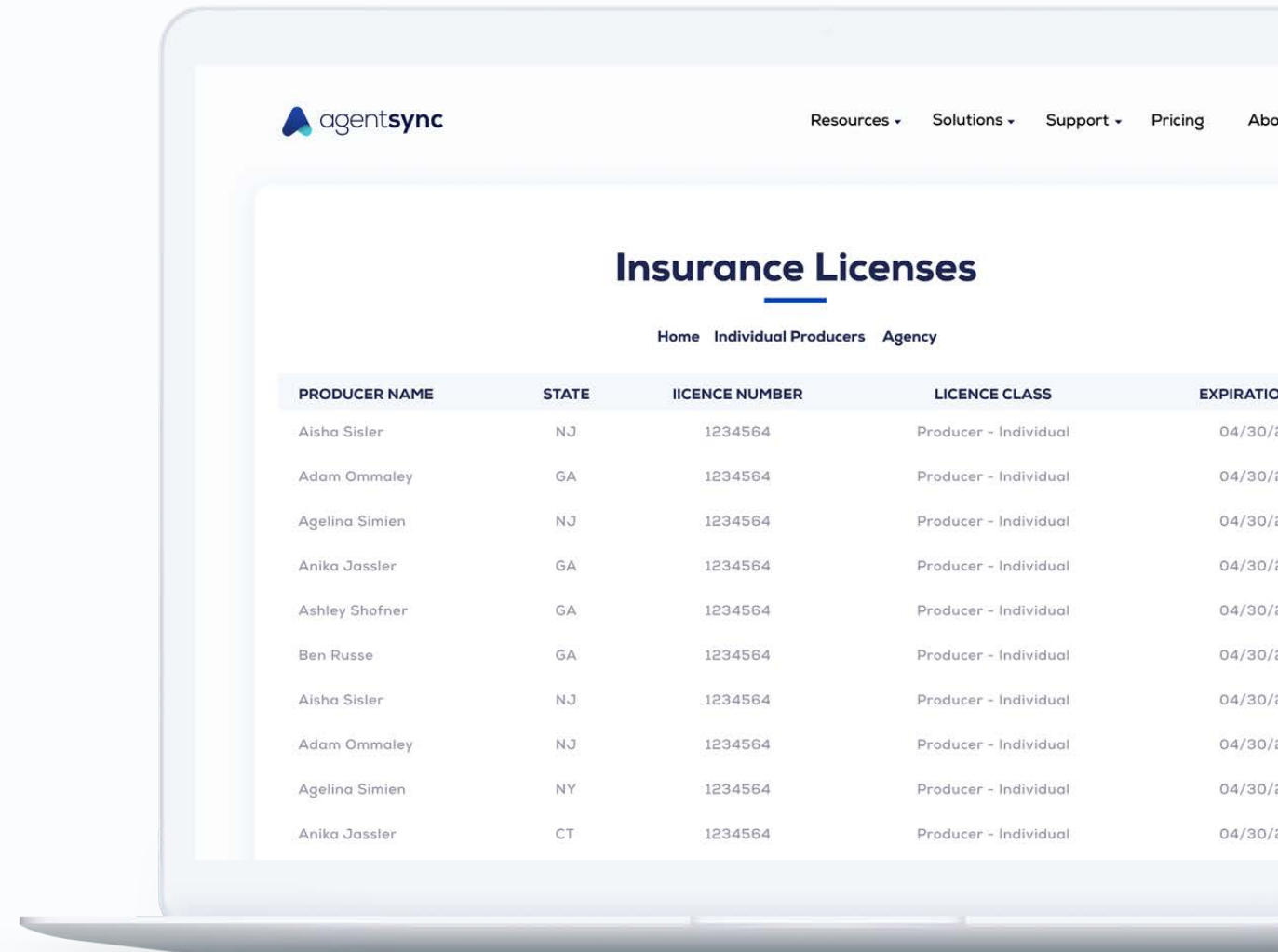


Publish Licenses on Your Website

Keep your public facing licenses page on your website up to date with all of your state licenses.

With a few lines of code AgentSync ensures that license info is always up to date through a simple integration to Salesforce.

Many states require insurance agents to include their license numbers on all sales customer interactions. AgentSync makes it easy to comply by simply adding an "Insurance Licenses" link to your agents' email signatures. Every customer will now have easy access to a full list of their licenses.





A few of our customers

eHealth

 HealthCare.com

 Hippo

Lemonade

Managing insurance licensing is an incredibly important part of our business. AgentSync gives us the ability to know we're compliant without having to worry about tracking things in spreadsheets which frequently become out of date. With AgentSync it lives in Salesforce where every producer has access to their own info. It's updated in real time which gives me the peace of mind to run the business as our DLRP.

Matt Plank, VP of Sales



Read all our reviews on the



appexchange



5.0

Average Rating
★★★★★



Data Security & Privacy



Built on the Salesforce® platform & fully reviewed & approved by their security team - your data is as safe as it gets. A full list of Salesforce's certifications can be found [here](#).

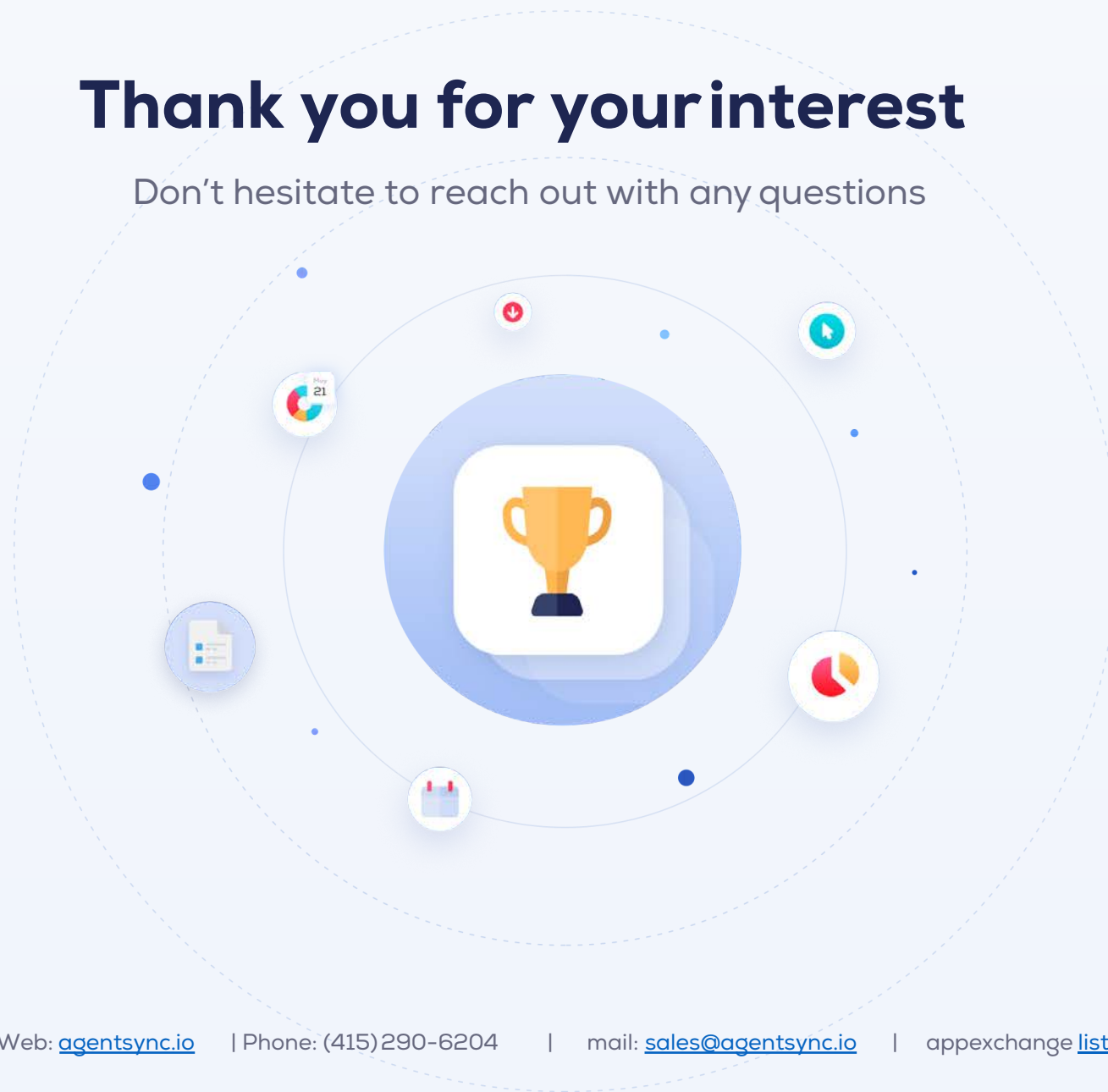
Since the AgentSync App integrates directly to NIPR - data is transmitted directly between your CRM <>NIPR.

Once the app is installed AgentSync cannot see your data even if we wanted to. You can choose to give us temporary login access during setup or troubleshooting.

The only data sent to AgentSync is aggregated API usage metrics for billing purposes. You can find our data privacy FAQ [here](#) and our Privacy Notice [here](#).

Thank you for your interest

Don't hesitate to reach out with any questions



Web: agentsync.io | Phone: (415) 290-6204 | mail: sales@agentsync.io | appexchange [listing](#)