



## **MI Credit Scoring, MI MVR and CLUE**

**Welcome to the Following carriers!**

*AAA and State Auto National*

*So, if these carriers are signed on, what does that mean? Signed on means the carrier has agreed to partner with MI to offer MI Credit Scoring to agents that we both have in common. However, even if the carrier is signed on, it may not be released. If the carrier is not released, it means that MI is in process of incorporating the carrier into the product. If the carrier is released, the carrier is available for one-step rating and credit scoring. MI continues to urge carriers to add their credit scoring to ensure accurate quotes within MI Comparative Rater for Windows. For a more detailed list of the status for each carrier in the program, check out the Products section [www.mi-assistant.com](http://www.mi-assistant.com).*

*If there is a carrier that would benefit from MI Credit Scoring, please have them contact MI to discuss options. For those agencies that are interested in MI Credit Scoring and related products, contact MI at 715.287.4262.*

## **MI Carrier Partners Program Booming.**

*Convenience and technology has motivated MI-Assistant to develop this program that enables insurance carriers to enhance the relationship amongst vendor-agency-carrier. With the increase in market share due to the recent Applied Rating acquisition, MI-Assistant is seeking to develop tighter integration and easier workflows for the independent*

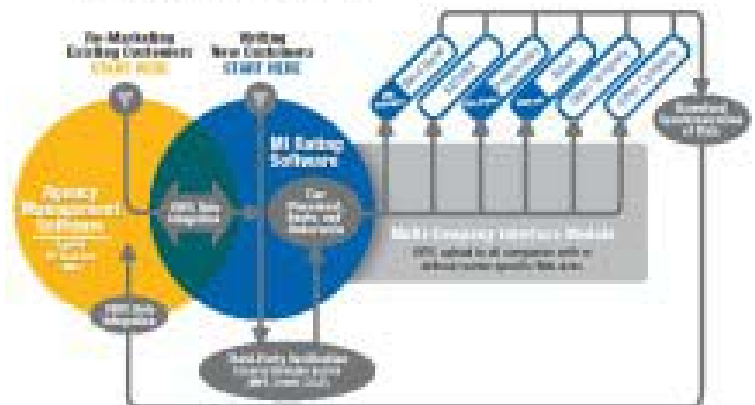
*insurance industry. The focus of the MI Carrier Partners Program is to provide carriers an outline of features that will benefit their agents as well as themselves while strengthening the bond with MI as an industry vendor.*

## **Carrier Petition Launched**

*A carrier petition launched at the Iowa convention is to let carriers know that there is a significant need for an ideal new business workflow. Each day, agents are having to go to multiple locations to accomplish one single task. MI wants to involve carriers in understanding and working with MI to provide this functionality for all agents and carriers. Scott Deetz, Chief Executive Officer of MI-Assistant, states, "The issue that carriers do not seem to completely associate with is that there needs to be more efficiencies offered by carriers to allow the agent to continue to offer its customers comparative rates. Carriers are making it more difficult by increasing the demand on agents; therefore MI as a vendor must step in and offer timesaving solutions that concurrently work for the agent and carrier."*

### **Ideal New Business Workflow**

FOR INDEPENDENT INSURANCE AGENTS



## 2003 Education Day & Golf Outing

*Did you know that this year MI is focusing on issues and topics for the industries most relevant and current issues? This year there is something for everyone. There is a great line up for our Education Day held on July 23<sup>rd</sup>. A morning session on technology and an afternoon of golfing will be held July 24<sup>th</sup>.*

*An ASP presentation from PCSolutions will cover what an ASP is and how it relates to the agent, carrier and vendor.*

*An MI representative will cover how ASP affects the solutions MI provides.*

*Lori Welch from Welch's Insurance will cover the Importance of Resource groups and go over the benefits of attending.*

*A session of Using Technology wisely will discuss going paper less.*

*Since credit scoring is a big part of writing insurance, MI will host a time to cover the issue.*

*MI Support Center will be covered to allow MI Customers to acquire a bit of knowledge on using the 24 X 7 service.*

*To sign up, go to [www.mi-assistant.com](http://www.mi-assistant.com) and select News. Select Golf Outing and simply complete the registration form.*



## Helpful Hints From MI-Assistant

### From Our Billing Center

**Always** place your **Customer Account ID** on the memo line of your check so that MI may more efficiently apply your payment.

### From Customer Support

Log on to [www.mi-assistant.com](http://www.mi-assistant.com) for answers to your questions, 24 hours a day, 7 days a week!

### MI Comparative Rater for Windows

Make sure to check for updates to your MI Comparative Rater for Windows at least twice a week. Pick Tuesday and Thursday for the greatest efficiency.

### MI Management System

Did you know that MI Management System is available for use on ASP? Let us take the opportunity to take you through a live demo! Contact Lori Olson at 715.287.3225 ext. 137.

### New Releases

Make sure that all users read the update information for any new releases to the MI Management system. To view these simply select Help, Release notes.

