



Are you “Implementing The Picture?”

The Ideal New Business Workflow

*Independent insurance agents and carriers enjoy the ideal workflow when everyone understands what is necessary to “Implement The Picture.” Tools include insurance scoring, guaranteed rates and upload, for fast and efficient policy issuance. Effort is required on all parts for the complete picture in order for agents, vendors and carriers to be successful for an **ideal workflow** for the independent insurance environment.*

*The **ideal workflow** is using the tools of MI Third Party Report Ordering, Guaranteed Rates and upload/bridge to write insurance for one-step quoting and issuance.*

*****UPDATE*****

*-Between April and May the number of third party reports ordered has increased by **43%**.*

*-An additional **93** agencies are now trained and using the new process.*

-During May, MI-Assistant released third party functionality for the following carriers, lines and states:

West Bend: MVR in IA

SECURA: MVR in IA

Westfield: MVR in IA.

Hawkeye-Security: Credit Auto, Credit Home, MVR, and Claims Loss Auto in IA & WI.

Indiana Insurance: Credit Auto, Credit Home, MVR, and Claims Loss Auto in IL & IN.

Hanover Insurance: New Bridge in IA, IL, IN, MN & WI.

ACUITY Credit Auto in IA, IL, MN, & WI

AAA Michigan Auto Credit in WI

The listed carriers may have other lines, states, credit, MVR and claims loss information available.

What do you mean Version 3.2?

MI Comparative Rater New Version

We’re on a roll and loving it! Just as we brought you version 3.1 with the exciting new feature of VIN attribute look up, we now bring you more with Version 3.2!

So what’s in store?

MI is adding Claims Loss history for home and nearly 100 fixes and enhancements. Version 3.2 will be released mid June. Just keep an eye on our website, check your email and review the monthly newsletter.

For more details, logon to

<http://support.mi-assistant.com/public/comparativeraterinfo/whatsnew>

May Third Party Report Ordering Contest Winner

Lynn Cleppe – Diversified Insurance Waukesha, Wisconsin

Lynn Cleppe is May’s winner of the Sony Under-Cabinet C.D./Clock Radio and a \$50 lunch certificate for the office staff.

On May 26th at 3:17 p.m., Lynn ordered third party reports using MI Comparative Rater to quote a client with **SECURA**.

Now through October 1, 2004, agents utilizing the ideal workflow of third party report ordering are eligible to win the random monthly drawing. The grand prize drawing winner will receive a 15” LCD Flat-panel TV. Check out the details on our web.

Have you checked out MarketLink?

MI Comparative Rater users can now access a new and easy tool for cross-selling additional agency services right in the rating program!

Click the MarketLink icon in the rater or visit our website and click the MarketLink image online!

InStar Rating Integration

InStar Management System now integrates with MI Comparative Rater. This new integration will allow mutual customers to complete daily tasks more efficiently.

Claims Loss Makes Way

Claims Loss history is now a part of the MI Comparative Rater. This is one of the last components required for one-step rating while using MI Third Party Report Ordering within MI Comparative Rater.

For inquiries to include MI Third Party Report Ordering, contact Linda Semingson at 715.287.4262.

MI Users Conference

Dates: July 28 & 29. Wednesday kicks off with topics for everyone at the Holiday Inn - Campus Area. Thursday, July 28, features the Keynote Session focusing on the importance of efficient workflows. Golf is scheduled at Hillcrest Golf & Country Club in Altoona, Wisconsin shortly after. The Keynote Session on Thursday morning will be drawing carriers, agents and industry professionals from throughout the U.S. Registration information and the entire event agenda can be found on the web at www.mi-assistant.com. Join us for one of our best-ever conferences!

Helpful Hints

Monthly Service Fees For MI Comparative Rater

Monthly carrier maintenance will not change on your monthly statement whether you add or delete carriers to your rating program. Nearly one year ago, MI changed its fee format to this convenient billing feature to offer agents more flexibility and consistency in maintaining their account and budget for each monthly payment.

Monthly Billing Statement

Monthly billing statements are sent on the 15th of every month prior to that month's service. Your bill is due on the first of every month.

Submit timely monthly payments

Effective May 1, 2004:

30 Days Delinquent – Notice on statement
45 Days Delinquent - Deactivation of software
60 Days Delinquent - Collection agency

To ensure your account does not become delinquent, payments should be made by the 1st of each month.

To check your account activity, visit: <http://support.mi-assistant.com>, select Support Center then Account Summary.

CAP Rater

Designing and providing carrier tools are just as important to MI-Assistant as providing agency tools. CAP Rater is one of those tools created for carriers. CAP Rater is a competitive analysis profiler that allows a carrier to compare their rates against the competition with specific rating criteria across multiple territories within seconds. For more information call 715.287.4262.