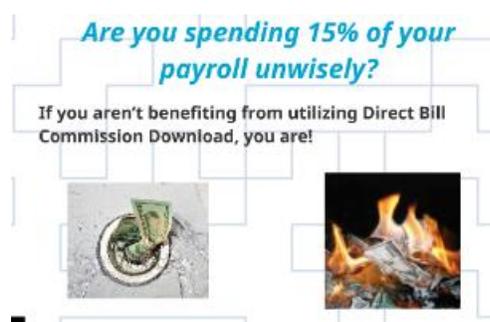


The topic of this month's AUGIE Ambassador Corner is direct bill commission, courtesy of Debbie Miner.

Debbie, the technical services manager at Henriott Group located in Lafayette, Indiana, and current chairman of the board of NetVU, the network of Vertafore users, is passionate about the benefits of participating in direct bill commission statement download. By sharing that passion with you, she hopes to encourage you to take advantage of the technology that's available to help your agency save both time and money, two things that we never seem to find enough of.



We know you'd never let your hard-earned money slip down the drain - and you certainly wouldn't light a match to it and watch it burn - but that's exactly what you do if you're having your staff spend their valuable time manually entering direct bill commission information that download could handle for you instead.

If you were to tally it all up, you might be surprised to find out just how much time it's really taking your staff to input all those transactions into your management system. With more and more agencies opting to offer direct bill as the preferred method of payment, the time it takes to manage that process only continues to grow, so just imagine all the more productive things that your staff could be doing if they had the extra time that they would save

by using commercial lines download for their commissions.

Bob Slocum, CPCU – President of Slocum Agency, Inc. and a member of ACORD's Board of Directors – can speak from experience. "Every agency that pays their producers by commissions received could save hundreds of man hours per year simply by implementing direct bill commissions download. In our case, the reconciliation job went from hours to minutes immediately! It is a tremendous time-saver and of course, time is money."

Commission download is really a very simple process. In fact, it's the *simplest* process that there is when it comes to download; here's how it works:

The electronic statement shows up in the agency management system. It's in a pending status. It doesn't go anywhere until you tell it to. If an appropriate policy match isn't found for a particular transaction, the agent is prompted to make that match. They can ensure that the revenue really does get posted to the right policy record; often, your statements will come in, and a piece of new business to a carrier may be a rewrite to your agency. You have the opportunity to correct the transaction. You also have the opportunity to correct the producer's commission percentage if you pay different commission levels for new versus renewal business. So, the only thing that you've given up is the manual entry! You still have complete control over the posting date and the items that get posted.

As Debbie states, "I don't know about you, but in our office, we continually receive EFT deposits in our bank account from our carriers; and while we love getting the money, sometimes we have no idea what it's for or how to account for it. The electronic commissions statement that comes into my system oftentimes ends up being the only piece of

backup I have if I don't get a paper statement.”

Now, how do you know who participates in commission statement download? Well:

- Your carriers can tell you.
- The management system vendor can tell you.
- Your user group can probably tell you.
- IVANS can tell you.

There's just no excuse for not making sure that you're taking advantage of it, regardless of who you write for. You need to do some investigating to take advantage of the time and money savings!

A bonus for the carriers is that once an agent realizes the savings of direct bill commission download, whether or not the carrier provides that option can be a factor in who they choose to do business with, depending upon the size of book that they write with you. Some agencies can save up to three days in manual data entry. They spend hours trying to manually put the data in their system, and the ability to have that statement downloaded instead simplifies the process immensely.

And for carriers who are having a difficult time getting agents to adopt policy download, direct bill commission download is a great introduction to the world of download. It's just such an easy process; it works so seamlessly, and it might just be the first step in getting them to consider doing policy download.



Since IVANS started producing the reports to tell you what you were participating in, one of the largest increases in transactions for download that we've had has been commission download. So we want to encourage you to join the over 15,500 agencies who won the battle by declaring war on keystrokes, and let technology do the work for you. If you're not using it in your agency, please put it at the top of your 2015 to-do list!