



**2018
MGA Sales Event**



Agenda

Thursday May 10, 2018

- ✓ Welcome
- ✓ Update from Alex
- ✓ Update from Kara
- ✓ Key Department Updates
- ✓ Contest Results
- ✓ Products and Services
- ✓ Key Benefits/Venefits
- ✓ Proactive Risk Solutions

Update from Alex

- ✓ | Welcome & Thank You
- ✓ | Vensure's Year In Review
- ✓ | PE Update
- ✓ | Vensure's Vision For Growth

Division Partners

- ✓ Overview & Strategy
- ✓ Key Personnel
- ✓ EPS Software
- ✓ Value to MGA's



Update from Kara



Growth & Expansion

- Client Payments
- Claims / Occurrence Fees



Division Partner Consolidation

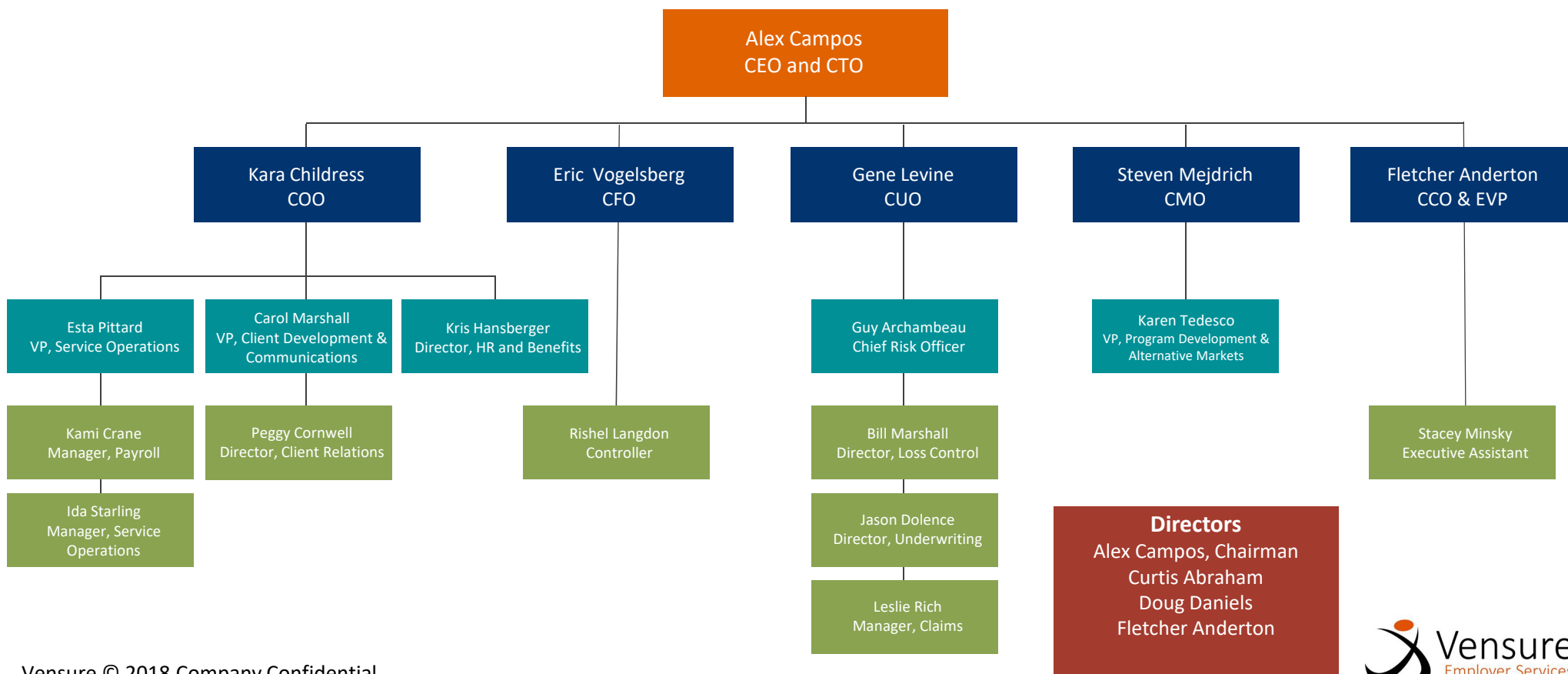
- Back-Office Operations
- Locations



Key Personnel



Key Personnel



Compliance



Licensing

- NES (18 States)
- VHR Expansion
- Total 49 States + PR



SUTA Options

- Client and PEO Reporting
- Underwriting Function



EPLI / Cyber

- Compliance handling claims
- Legal counsel assigned



Service Operations

- ✓ | Department Accomplishments
- ✓ | Obsolete Locations (90 Days)
- ✓ | Division Partner Opportunities
- ✓ | Client Facing Pay Card Application



Client Development

- ✓ | Department Accomplishments
- ✓ | Department Structure
- ✓ | Complimentary Products and Services
- ✓ | Client Surveys

Communications

- ✓ | Department Accomplishments
- ✓ | Subject Matter Experts
- ✓ | Hashtags
- ✓ | Eblasts



HR & Benefits

- ✓ | Department Accomplishments
- ✓ | Enhancement of HR Tools and Services
- ✓ | Benefits Administration
- ✓ | Benefit Solutions



Accounting & Finance

- ✓ | Introduction
- ✓ | Department Accomplishments
- ✓ | Commissions Improvements



Underwriting

- ✓ Introduction
- ✓ Worker's Compensation Program Updates
- ✓ Division Partners & New Opportunities
- ✓ Department Accomplishments
- ✓ Increased Commission Incentive
- ✓ Underwriting Guidelines & Pricing Changes

Loss Control

- ✓ | Department Accomplishments
- ✓ | Safety Report Application - Goals
- ✓ | OSHA Increased Enforcement on PEO's
- ✓ | Safety Education & Training



Carrier Updates

AmWINS

SUNZ
INSURANCE

Claims

- ✓ | New Director of Claims
- ✓ | Introductions
- ✓ | Claims Coordinator Role
- ✓ | Triage Now Implementation
- ✓ | Alternative Light Duty Program

Value to Our MGA's

- ✓ | Carriers and Products
- ✓ | Resources
- ✓ | People
- ✓ | Strategic Partnerships and Access
- ✓ | Technology



Break

Business Development

- ✓ | Departmental Accomplishments
- ✓ | Leads, MA's, Incubators etc.
- ✓ | 2018 MGA Program
- ✓ | Conferences and Tradeshow
- ✓ | Alt Markets
- ✓ | Chambers, BBB etc.



Marketing

✓ | Department Accomplishments

✓ | Vensure Branding

✓ | Digital Initiatives

- [Website](#) and Content
- Social Media
- [Media Center](#)
- Internet Impressions

✓ | Training and Resources





2017 Contest Results



Recap of Contest

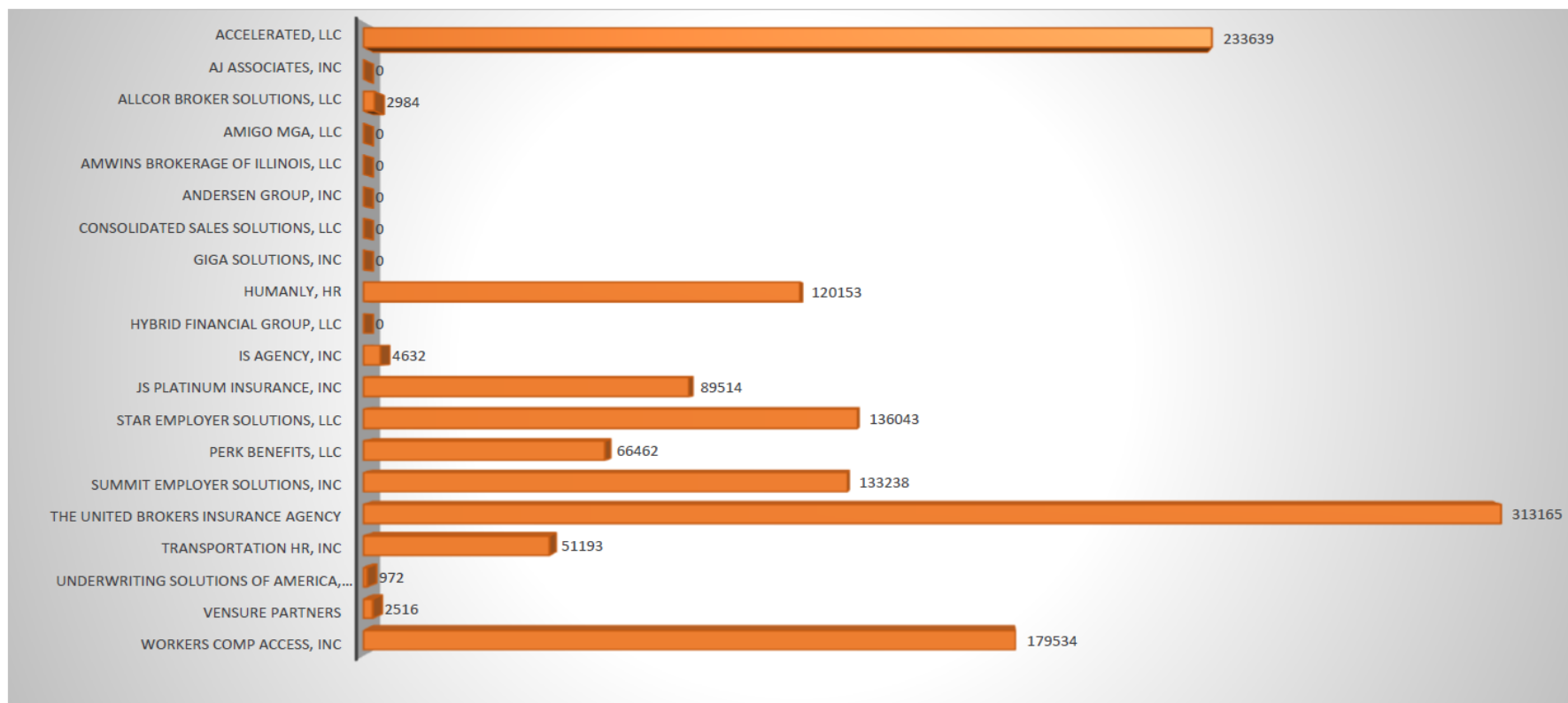


Review of Results



Presentation of Awards

Final Points Results 2017





2018 Sales Contest



Rules



Parameters



Annual Event



Prizes

Category	Points	Per/\$ Payroll
Payroll	1	100
MP State	2	100
OS/CA Staffing	2	100
Non-Staffing	3	100
Win Back	3	100
Vensure Lead	2	100

Lunch

Agent Alive

- ✓ | Introduction
- ✓ | History of Company
- ✓ | Demo
- ✓ | Strategic Plans
 - Benefit Enrollments
 - Claims Handling
 - TriageNow
 - New Employee Onboarding



Vensure Products

Core ID

Key Benefits/Venefits

Proactive Risk Solutions

Closing Thoughts

Cover the next year's...



Dinner Overview



Locations

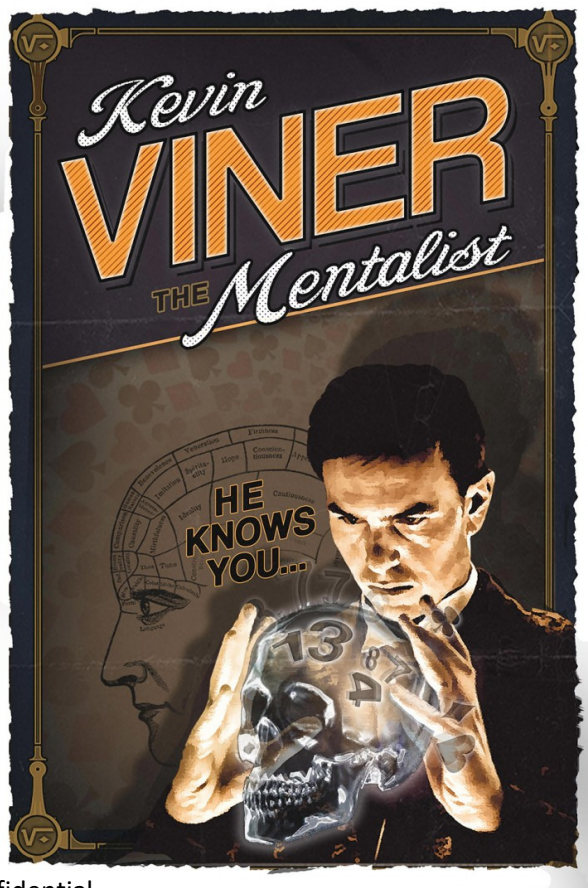


Time



Transportation

Kevin Viner



Friday May 11, 2018



Activities Overview



Locations



Times



Transportation

