

Take the Real Time 21 Day Challenge!



The Great Equalizer

“Regardless of your agency’s size or location, with Real Time you’ll experience savings like the largest agents and brokers see. Stop going to company Web sites and re-keying information. Real-time processes blow old methods away by 50% or more.”

Bob Slocum, Slocum Insurance Agency

Key to Our Survival

“If you don’t use Real Time, don’t worry about how you’ll run your agency 10 years from now. You might not have one! If I—or the agency down the street—can do in 15 seconds what you take four or five minutes to do, guess who wins.”

Ed Higgins, Thousand Islands Agency

More Time to Grow

“To capitalize on the time that advanced technology saves employees, our small agency launched a “new business” campaign. Right out of the gate, in a matter of two weeks, our seven employees wrote \$14,000 in new premium.”

Ron Binning, Binning & Dickens Insurance Services

Real Time Energizes Our Staff

“Our CSRs love helping customers right away with their questions about bills and policies. With our single workflow, new employees catch on quickly. Real Time is making our agency a better place to work.”

Cyndy Smith, Haylor, Freyer & Coon

Make Real Dollars

Insurance professionals should spend their time and talent discussing client needs, not pushing paper. Go to getrealtime.org/growth for tools to develop real-time efficiency and build a real-dollars sales culture.”

Kitty Ambers, American Insurance Marketing & Sales Society



getrealtime.org/21DC



Ready to Take the Challenge?

Some experts claim it takes 21 days to form a habit—and break old habits.

In the spirit of encouraging independent agents to form new habits and gain new efficiencies, the Real Time/Download Campaign is asking you to adopt new workflows to leverage real-time technology tools for sales and customer service.

The “21 Day Challenge” will ease anxiety over workflow changes. How? By incrementally changing the way the staff does business—and having some fun in the process!

Real Time is the ability to click on a button from a client file in the agency management system or comparative rater for immediate access to carrier information on that client. This approach provides a single workflow for servicing or quoting.

The 21 Day Challenge Has Something for Everyone

- Are you new to Real Time? No problem! We can help, with step-by-step instructions.
- Want to try it first before you get the whole agency involved? Take the Champions Challenge!
- Ready for the whole agency to take the Challenge? Get started today!

Visit www.getrealtime.org/21DC
today to get started!