

EXPLORER

PARTNERSHIP 5

Five Ways Explorer Turns Partnership into Results



There is no carrier with greater dedication to building successful partnerships with independent producers than Explorer. In addition to offering quality products and services, we are committed to powering our producers' success by delivering meaningful, on-the-ground support and championing the value of agents and brokers in the eyes of consumers. That's why we are introducing...

1 Executive Dialogue

We plan to offer producers new opportunities to connect with our senior leadership. Executed in a variety of settings, including CEO luncheons, multi-producer discussion forums, and other face-to-face settings, producers gain direct access, enhanced relationship building, and most importantly, the chance to exchange ideas on how we can grow more successfully together.

2 Agency Partner Feedback

Our goal is to listen, understand and further improve the nature of our business relationship. Along with Executive Dialogue and Connect & Communicate, we're introducing a more formalized system of producer/CSR feedback. This will include ongoing business improvement surveys, online suggestions, and other feedback methods to gather new insight into how we can continue working together to strengthen our partnership.

3 Connect & Communicate

We are strengthening our partnership by connecting with our producers at key industry events, via our new monthly Explorer Newsletter, and through ongoing actionable updates and alerts. These efforts showcase important developments at Explorer, along with information and insight about what is happening in the auto insurance marketplace to help everyone stay up-to-date.

4 Community Engagement

We will continue to offer new tools to enhance our producers' community presence. We've seen that one of the best ways producers can grow is through active involvement in the communities they serve. That's why we'll help provide ongoing promotional support, local event sponsorship materials, and a variety of community engagement tips and resources.

5 Business Development

We'll help producers continue to make the case to earn their customers' business through informative on-site seminars, best practice marketing presentations, and training webinars. These initiatives will help producers better market their agencies and conduct business more effectively with prospective and current clients.

OUR MISSION IS SIMPLE:
POWERING
YOUR SUCCESS



EXPLORER

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