



AGENCY PROSPER

GROW YOUR BUSINESS WITH US



Partner with IIANC to put your agency on the path for agency prosperity!

**ARE YOU FRUSTRATED
WITH A LACK OF
ORGANIC GROWTH?**

**DO YOU FIND IT CHALLENGING
TO RECRUIT, HIRE AND
TRAIN QUALITY STAFF?**

**IS YOUR BUSINESS PLAN
HELPING YOU ACHIEVE YOUR
FINANCIAL GOALS?**

IIANC can provide turn-key solutions to members' problems by bringing the expertise of a **PROVEN** and **EXPERIENCED** Business Consultant to fill roles essential to agency growth at a fraction of the price of hiring full-time staff.



HIRE OUR BUSINESS CONSULTANT TO BE YOUR STRATEGIC PARTNER IN:

- 1. STRATEGIC & FINANCIAL MANAGEMENT**
- 2. SALES MANAGEMENT**
- 3. OPERATIONAL & WORKFORCE MANAGEMENT**

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WHERE DOES YOUR AGENCY NEED THE MOST HELP?

Strategic and Financial Management	Sales Management	Operational and Workforce Management	The Executive Circle 
<p>Business Planning</p> <p>Helping agencies set defined goals as well as benchmarking to track progress of those goals.</p>	<p>Monthly Virtual Sales Meetings</p> <p>Monthly sales call with owner and producers to discuss wins, challenges, and upcoming activity.</p>	<p>New Hire Onboarding</p> <p>Staff recruitment, onboarding, and tactical plans to make sure that you hire the RIGHT staff.</p>	<p>Full Suite of Agency Prosperity Consulting Services</p> <ul style="list-style-type: none"> • Strategic and Financial Management • Sales Management • Operational and Workforce Management
<p>P&L Evaluations</p> <p>Analytical review of what is going well, what is not, and most important...WHY.</p> <p>Identification of opportunities for profitable growth and efficiencies.</p>	<p>Producer Sales Coaching</p> <p>A series of webinars/classes on:</p> <ul style="list-style-type: none"> • The Sales Process • Product Knowledge • Networking • Selling Yourself 	<p>Organizational Change Management Assistance</p> <p>Do you need help implementing a new project, procedure, training, etc.?</p> <p>Are you an exclusive agent, going independent and need a game plan?</p>	<p>Agency Valuation and Perpetuation Planning</p> <p>FREE Annual Agency Valuation to be able to benchmark your agency growth and value year over year.</p>
<p>Customized Reporting for Various Agency Departments</p> <p>Developing, measuring and tracking KPI's that the agency owner can use to make key decisions for the agency's strategic financial plan.</p>	<p>Marketing and Pipeline Development</p> <p>Putting together a plan to attract new prospects (i.e. lead generation, local events, community sponsorship, etc.) and monitoring the results of those activities.</p>	<p>Leadership Development and Coaching</p> <p>One-on-one coaching with agency owner and key staff (office manager, marketing manager, etc).</p>	<p>Due Diligence on Mergers and Acquisitions</p> <p>Analytical review of potential M&A with free tools from IIANC.</p>
<p>Customized Dashboard Development From:</p> <ul style="list-style-type: none"> • AMS Reports • Carrier Reports • Phone System Reports • Any Current Custom Agency Reporting 	<p>Producer Reporting</p> <ul style="list-style-type: none"> • Tracking Quote Ratio • Close Ratio • Income per Producer 	<p>Workflows and Procedures Development</p> <p>Review and development of agency business processes and workflows to achieve the maximum benefits to the agency.</p>	<p>Quarterly "Partners Call" with IIANC Executive Team</p> <p>Meeting to discuss the industry trends and various topics.</p>
<p>Monthly Dashboard and Reporting Deliverables</p> <p>Monthly send of agreed-upon reports and dashboards delivered by 10th of each month.</p>	<p>Sales Process Development</p> <p>"Soup-to-nuts" evaluation and potential creation of the Agency Sales Flow.</p>	<p>Monthly Virtual Ops Meetings</p> <p>Monthly call with owner and operations leadership.</p>	<p>Panel Seat at Agency Prosperity Forum</p> <p>Annual Forum to discuss innovation, growth, technology, and data analytics.</p>

