



# Grow your relationships with agencies by getting to know their book of business.

Are you looking for a quick and easy way to understand business written by independent insurance agencies? **Ivans Insights™**, empowers insurance carriers and MGAs to quickly and confidently understand their share and coverage of the business agencies are writing in the market.

Gone are the days of guessing what is happening on the agency side. With easier access to comprehensive intelligence on independent agency business, carriers and MGAs can more precisely grow agency share of wallet, understand growth opportunities relative to other carriers, and identify new products based on market demand.

**“This is the kind of information that would give us a picture of whether or not we should even have a conversation with a potential agency.”**

James Sullivan,  
VP & Customer Experience Officer  
Encova Insurance



## Allows your business to

- Empower your team with accurate, detailed data insights
- Make better, more informed decisions
- Build stronger partnerships with your agencies



# Capabilities

## Unrivaled Industry Data Set

Access the most comprehensive and accurate view of active policies and premiums from over 30,000 independent agencies participating in the Ivans network.

## Simple Agency Search Tool

Find independent agencies using over 15 filters such as market segment, book of business attributes, policy details, location, and key performance indicators.

## Granular Commercial And Personal Insights

Focus on the desired independent agency profile across various lines of business to align with targeted appetites and policy requirements.

## Specific Agency Book Of Business Visibility

Explore an individual agency's business with over 20 detailed reports that show an agency's premiums, policies in force, lines of business, industries, and more.

## Direct Data Access

With Ivans Marketing Insights Plus, insights such as premium totals, policy count, and more can be extracted and categorized by state, lines of business, industry, and additional factors for in-house analysis alongside other data.



**Companies using data-driven B2B sales-growth engines report above-market growth and Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) increases of 15 to 25 percent.**

Source: McKinsey & Company

## Why Ivans?

Ivans is where insurance carriers, agents, and MGAs come together to grow their businesses. Every day, over 30,000 agencies, 50 technology partners, 700+ carriers, and MGA clients plug into technology that empowers them to better determine appetite and eligibility, swiftly produce quotes, get accurate claims and commission updates, automatically communicate policy data, and connect to one another to drive new business. With easier ways to get the day's work done, insurance professionals can open the door to more revenue without letting complexity in behind it.

**Call 855.233.9128**  
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