

IVANS Market Appetite[™]

An online search tool to find the best markets for commercial risks



IVANS provides an online search tool that enables agents to instantly identify insurer appetite when you begin searching for markets to submit your new and renewal business.

The search immediately presents you with a list of insurers, MGAs and wholesalers with an appetite for the specific risk, providing access to more products.

IVANS enables you to reduce dependency on traditional, time-consuming methods of identifying insurer appetite – such as reviewing insurer risk guides, visiting insurer websites or relying on historical agent experience.

Leveraging IVANS' access to markets, your agency can build new business opportunities with appointed insurers and increase visibility into additional prospective insurer and MGA partners based on lines of business and products.

IVANS enables our business to:

- > Match clients' risks with the best markets for a superior customer experience.
- > Increase appetite visibility into appointed insurers and additional prospective insurer and MGA partners based on lines of business and products.
- > Engage markets with the information you need to have the right conversations with the right people.
- > Reduce dependency on historical, time-consuming methods of identifying insurer appetite.

“Better coverage, better commission, better revenue – all from IVANS.”

- Crystal Hart, Marketing Director, Hazel Partners, LLC



Core Capabilities

Market search

IVANS expands insurer appetite search beyond your current insurer partners, enabling your agency to find the best markets faster for your clients to drive more new and renewal business.

Integrated search workflows

IVANS technology is accessed online and integrated into your daily workflows.

The tool is available to all IVANS agencies and within nine agency management systems, including Applied Epic and Applied TAM, allowing you to search for insurer appetite directly from your agency management system.

Appointed markets

Your agents have the ability to indicate appointed markets, so your search results clearly indicate and rank your appointed insurer relationships by line of business.

Getting started is easy

Learn how IVANS supports your agency distribution and servicing strategy by calling **855.233.9128** or visit **ivansinsurance.com** today.

IVANS Insurance Solutions
5405 Cypress Center Dr, Suite 150 Tampa, FL 33609
855.233.9128
ivansinsurance.com



71% of agents surveyed missed opportunities due to lack of market access

- Source: IVANS Annual Insurer-Agency Connectivity Report

Why IVANS

IVANS is the property and casualty insurance industry's exchange connecting insurers, MGAs, agencies and the insured.

IVANS' cloud-based software automates the distribution and servicing of insurance products.

For more than 30 years, IVANS innovation and expertise has connected 30,000 independent insurance agencies and 380 insurer and MGA partners to enable millions of people to safeguard and protect what matters most in people's lives.

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