

For Agents and Brokers

Fireman's Fund® News

May 2009



Fireman's FundSM
Insurance Company

A company of **Allianz** 

Quote Small Business Quicker with the New QuickQuote

To increase our ease of doing business, Fireman's Fund® recently introduced a new web-based version of our own QuickQuote rating tool for most of the coverages available under our commercial American Business Coverage BOP package.

The new QuickQuote allows you to more quickly obtain quotes, more quickly submit business, and more quickly receive a response.

We piloted the new QuickQuote with a test group this spring and received "thumbs up" overall. Estimating premium with the new QuickQuote tool is quick and simple. Just ask the New Century Insurance Services agency. Founded over 20 years ago, New Century has grown into a multi-lingual agency with two offices in the southern California area. The agency has producers who have their own target markets such as restaurants and hotels.

Angela Lin, Commercial Lines Coverage Specialist at New Century, has told us that the agency's CSRs are using QuickQuote with great success. "QuickQuote is very easy to use, and gives us fast indications. We're able to get an accurate assessment of the estimated premium and make a decision as to whether or not to move forward with the account. With just the basic account and risk information, we can obtain fast, valid quotes."

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— Angela Lin, New Century
Insurance Services



Angela Lin and New Century co-founder Subert Wong

A QuickQuote Tour training module is located on the Agent Desktop and provides a 20–30 minute tour introducing the new tool and the system benefits using a restaurant account scenario. The course walks you through the quote process and summarizes completion of the policy applications.

As of May 1, all agencies that place small business accounts with us have been provisioned for access via the Fireman's Fund Agent Desktop. If you are not currently set

up to access QuickQuote from the Fireman's Fund Agent Desktop, talk to your agency administrator. He or she can use the Request Management tool to create, disable and modify the profiles and access permissions for agency users of the QuickQuote system.

Please talk to your Small Business Underwriter or Territory Sales Director today about QuickQuote or American Business Coverage (BOP) products.

The insurance policy, not this newsletter, forms the contract between the insured and the insurance company. The policy may contain limits, exclusions, and limitations that are not detailed in this newsletter. The product's coverage, terms, and availability may vary by state. Please check with your Fireman's Fund representative.

Additional Resources

Sales Materials for Customers

At firemansfund.com you will find a variety of materials describing our products and services.

Sales Tools for Agents

Our sales tools can be accessed on Agent Desktop, a password-protected agent extranet: <https://agent.firemansfund.com>.

Win a Free iPod®

Individuals who generate the most small business account quotes using the new web-based QuickQuote rating tool from July 1 through October 1, 2009 may be eligible to win an Apple iPod as a prize. You don't have to register to enter the contest – just start using QuickQuote and generating quotes.

The promotion will be open to employees of all active Fireman's Fund agencies, and your Territory Sales Director or Small Business Underwriter can help you get started. Stay tuned for more details.