

## Overview

Presenting prospects with multiple coverage/premium choices is a great upselling strategy. EZLynx Quote Scenarios make this possible. This optional quoting feature provides agents with up to three additional premiums from each carrier by running just one quote in EZLynx.

## How do I use Quote Scenarios?

1. From the **Finish** tab of an Auto or Home application, click **Submit to Carriers**.

Overview	Details	Quotes	Lead Info	Contacts	Documents	a Activity			
Auto Anoli	ration: COMPL	ETE							
Auto Appir	Cation. Compl	ETC							
Rating	Policy Info	Driver Info	Vehicles	Vehicle Use	incidents	Coverage	Assignments	Carriers	Finish
The cur	onthy enacified	lauto data isu		Vau mav aitha	r cubrait it by c	licking on 19	ibmit To		
Carriers	' button or retu	im to Applicar	t view and su	ibmit at a later	time.	лскінд он зі	UTTU UTU		
Correcting	the following ite	ms will increas	e the accuracy	of your quote. T	hey will not pre	vent you from s	submitting.		
Applicant									
Applicant	SSN is empty <b>(e</b>	dit)							
Submit	to Carriers	Save & Exit	Save & Go	to Home					

EZTip: Quote Scenarios is an optional feature included in the quoting process. To skip using the feature, scroll down and click Continue.

- 2. The **Agent Input** column displays the coverages entered in the application a quote is always provided for these coverages. However, you can obtain up to three additional premiums by setting other coverages under the Option 1, 2 or 3 columns.
- 3. To set the coverage baskets, go to each option column and make selections from the dropdown boxes. Take time to set these coverage baskets the first time you use this feature – the system automatically saves the coverages anytime a change is made. Then on future quotes, simply check the options at the top of the page.

There are three options for Auto rating at the top of the page, and three for Home rating at the bottom of the page.

4. Once options are selected, click **Continue** at the bottom of the page.



А	Rating	Engine	Feature
---	--------	--------	---------

Auto Scenarios					Restore Auto Del		
PORTANT: Some cover	age values may be re	stricted based on	the values selected in the Auto cov	erades tab.			
	Agent Inp	ut	Option 1	Option 2	Option 3		
Select	1 I		2	<u>र</u>			
🗸 Auto Coverages 🕴 ellett	unchecked, the agent se	lected values will be	used in all selected scenarios.				
BI	100/300	*	250/500	300/300	500/500		
UM	100/300	-	250/500 -	300/300 💌	500/500 -		
UIM	100/300	-	250/500	300/300 💌	500/500		
PD	50000	-	50000 -	100000 💌	100000 -		
MP	5000	÷	Nane	None	None		
Auto Deductibles 11cl	t unchecked, the agent s	elected values will b	e used in all selected scenarios.				
Comprehensive	100	*	50 💌	250 💌	1000 💌		
Collision	250	*	50 -	250 -	1000 -		
Towing & Labor	No Coverage	*	25	75 💌	Unlimited		
Ext Transportation	No Coverage	*	20/600	30/900	50/1500		
🗸 Auto Discounts 🛛 Hieft u	inchecked, the agent self	acted values will be i	used in all selected scenarios				
Multipolicy Discount							
Home Scenario	is				Restore Home Del		
	Agent Input		Option 1	Option 2	Option 3		
Select	M		<b>v</b>	<b>v</b>			
Home Coverages	t unchecked, the agent s	elected values will b	e used in all selected scenarios.				
Personal Liability	25000	*	50000	100000	200000		
Medical Payments	3000	*	1000 -	1000 -	5000 -		
Home Deductibles	aft unchacked, the agent	selected values will	be used in all selected scenarios.				
All Perils Deductible	1%	*	500 💌	1000 -	2500 -		
Wind/Hail Deductible	1 %	-	1%	5%	1000 -		
Home Discounts III dit	uncheoked, the agent se	lected values will be	used in all selected scenarios.				
	Multipolicy Discount			C C			

5. Quote results display corresponding Agent Input, Option 1, 2 and/or 3 premiums from each carrier. Also, the premium differences are calculated for each option (based on Agent Input v option).

Overview	Details	Quotes	Lead Info	Contacts	Documents	Activity						
E Datum to	Quetes Est. Vier			Oursta Oranania	- (500)							
Queted by la	I QUOLES IIST VIE	WEUR QUUR CU	mmenis Auto	Quote Scenant	US (FAG)							
Guuleu by. Ja	further informatio	-yrix Example ins	surance Agency									
Cummany Vie	i indicates further information present on nover.											
Chongo:	the severage value	oc to the ones li	stad hara (raquir	oc rocubrait)								
Change	🖸 Change the coverage values to the ones listed here, (requires resubmit)											
	-	-			Attention: Cl	hanges have be	en made to th	e applicant info	since this quote	was returned.		
TX-Aut	o Quotes	(Run on	03/17/201	4 02:42	PIVI)							
											=	
					Pa	ayment Option:	Full Pay Pres	nium 🔻 Sort	by: Premium: L	ow-High (Rate/M	onth) 💌 🕄	
				Agen	t input			Option 1	Option 2	Option 3		
Auto Carrie	er Name			250/5	00/250			100/100/50	100/300/100	300/300/100	Actions	
			6 Mc	nth Premium =	\$521.00 (Daid.lp.)	Eull)						
			(Cradit ordered: No)									
			(create or all each No)									
			Mutti-Policy discount									
		Homeowner/Package discount						\$553.00	Stremum: Low-High (Hate/Month   Option 2 Option 3   100/300/100 300/300/100   Image: Ima			
			(	Continuous Insu	irance discount: PI	latinum		+32.00				
PROC	RESSIVE		Paperless discount					(May not be	(May not be	(May not be	EZLogin+	
			Paid in Full discount					saved on	saved on	saved on		
			Three-Year Safe Driving discount				carrier site)	carrier site)	carrier site)			
			Five-Year Accident Free discount									
			F	Risk qualifies for Progressive Preferred Policy.								
			Pay	ment options 🛅	)							



**EZTip:** Hover the mouse pointer over the blue "i" icon to view the option's coverages (see screenshot at right).

## Will Quote Scenarios produce multiple quotes on the carrier sites?

Maybe. Some carriers save the optional premiums as quotes on their websites and some do not.

## Can I bind one of the Quote Scenarios?

If the quote scenario option you want to bind is not saved on the carrier's site, click its red, star icon. The system takes you to the Coverages tab in the rating application and coverages have already been updated from the Quote Scenarios option. Simply resubmit the quote. The new quote is available on the carrier site and be ready to bind.

Questions? Contact <a href="mailto:support@ezlynx.com">support@ezlynx.com</a>.

