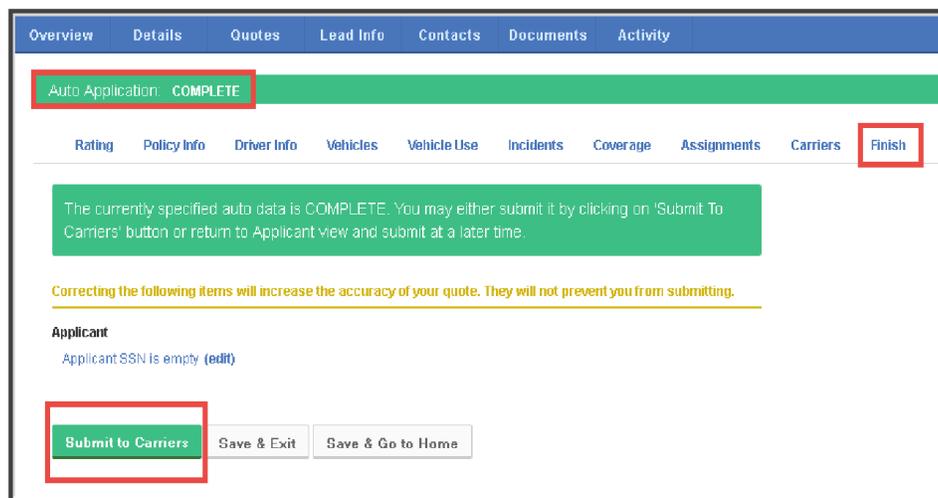


Overview

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**.



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.



Quote Scenarios FAQs

A Rating Engine Feature

Quote Scenarios Quote Scenarios (FAQ)

Inclusions

Auto Scenarios Restore Auto Defaults

IMPORTANT: Some coverage values may be restricted based on the values selected in the Auto coverages tab.

Select	Agent Input	Option 1	Option 2	Option 3
<input checked="" type="checkbox"/> Auto Coverages <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
BI	100/000	250/500	300/300	500/500
UM	100/500	250/500	300/300	500/500
UIM	100/000	250/500	300/300	500/500
PD	50000	50000	100000	100000
MP	5000	None	None	None
<input checked="" type="checkbox"/> Auto Deductibles <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
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
<input checked="" type="checkbox"/> Auto Discounts <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
Multi-policy Discount	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/> Home Scenarios Restore Home Defaults				
<input checked="" type="checkbox"/> Home Coverages <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
Personal Liability	25000	50000	100000	200000
Medical Payments	3000	1000	1000	5000
<input checked="" type="checkbox"/> Home Deductibles <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
All Perils Deductible	1%	500	1000	2500
Wind/Hail Deductible	1%	1%	5%	1000
<input checked="" type="checkbox"/> Home Discounts <small>If left unchecked, the agent selected values will be used in all selected scenarios.</small>				
Multi-policy Discount	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

- 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).

Auto Carrier Name	Agent Input	Option 1	Option 2	Option 3	Actions
PROGRESSIVE	250/500/250	100/100/50	100/300/100	300/300/100	<input type="button" value="Info"/> <input checked="" type="button" value="Star"/> <input type="button" value="Info"/> <input checked="" type="button" value="Star"/> <input type="button" value="Info"/> <input checked="" type="button" value="Star"/> <input type="button" value="EZLogin"/>
6 Month Premium = \$521.00 (Paid-In-Full) (Credit order ref: No) Discounts applied: Multi-Policy discount Homeowner/Package discount Continuous Insurance discount: Platinum Paperless discount Paid In Full discount Three-Year Safe Driving discount Five-Year Accident Free discount Risk qualifies for Progressive Preferred Policy		\$553.00 +32.00 (May not be saved on carrier site)	\$492.00 -29.00 (May not be saved on carrier site)	\$485.00 -36.00 (May not be saved on carrier site)	

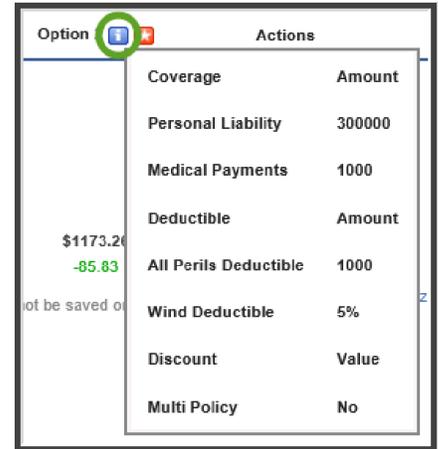
EZTip: Hover the mouse pointer over the blue “i” icon to view the option’s coverages (see screenshot at right).

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.



Option	Actions																
	<table border="1"> <thead> <tr> <th>Coverage</th> <th>Amount</th> </tr> </thead> <tbody> <tr> <td>Personal Liability</td> <td>300000</td> </tr> <tr> <td>Medical Payments</td> <td>1000</td> </tr> <tr> <td>Deductible</td> <td>Amount</td> </tr> <tr> <td>All Perils Deductible</td> <td>1000</td> </tr> <tr> <td>Wind Deductible</td> <td>5%</td> </tr> <tr> <td>Discount</td> <td>Value</td> </tr> <tr> <td>Multi Policy</td> <td>No</td> </tr> </tbody> </table>	Coverage	Amount	Personal Liability	300000	Medical Payments	1000	Deductible	Amount	All Perils Deductible	1000	Wind Deductible	5%	Discount	Value	Multi Policy	No
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Questions? Contact support@ezlynx.com.