

Mike Love Insurance Marketing

AGENCY INTEGRATOR
TESTIMONIAL

**Don't take our word for it —
listen to our customers!**



Whether it's Agency Integrator, Broker Gear, InsureSocket or one of our other products, AgencyWorks can provide you with solutions geared to your needs. Here's how we were able to help one of our top customers.

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"We had used the same agency management system for many years. It was functional, but getting old and tired. The time had come to search the market for a new system that could grow with us into the future. It was important for the new system to be web based and utilize the latest technology and functionality. Equally important, the new system needed to be easily understood, easy to train new employees to use and allow for an easy transfer of our old data.

We spent hours trying to understand another companies' system, but could never get comfortable with the terminology and work flow. It seemed like a foreign language. We were introduced to Agency Integrator by Eric Steffensen, the sales manager at Agency Works. Eric walked us through a demonstration. It was obvious that Agency Integrator was designed for the life brokerage business. The terminology was familiar, the work flow made sense and it appeared to have all of the functionality we were looking for and more. The decision to go with Agency Integrator was an easy one to make.

The implementation and training process was equally impressive. Kevin Brown, our Implementation Project Manager, managed the process of transferring our data to the new system and conducted the training sessions over the course of several weeks. We could not have been more impressed with Kevin. His knowledge of Agency Integrator and of the life brokerage business made the process flow very smoothly. He has a knack for understanding our questions and explaining the answers clearly and concisely. He has a great sense of humor as well. Once we completed the training and made the final transfer of data to the new system, we felt well prepared to start using Agency Integrator and never looked back.

We knew we made the right decision when we hired a new employee. Our new hire came to us with no experience in the insurance business at all. Within two days of working with Agency Integrator, she was inputting applications and ordering medical requirements all by herself. I can't think of a better testimonial than that."

About Mike Love ...

Mike Love started in the Life Brokerage business in 1982 after graduating from the University of Southern California with a degree in Business Administration. He earned the designations of CLU and ChFC from the American College.

Mike's father, Don Love, founded Don Love CLU Agency, Inc. in 1977 in Santa Barbara, California. Don Love CLU Agency, Inc., now operating under the name of Mike Love Insurance Marketing, is strictly a brokerage agency marketing primarily life insurance. We have a small office specializing in hands-on, personal service to a limited number of brokers. Our motto is "We Are Your Back Office".

Mike Love Insurance Marketing is affiliated with The Marketing Alliance and is a long time member of NAILBA (National Association of Independent Life Brokerage Agencies).

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