NAILBA 38

Where brokerage industry meets. Where relationships are built. Where business gets done.

























Thursday, November 7, 2019

8:00 AM - 9:30 AM

NAILBA Foundation Board of Directors Meeting Del Rio 1

9:30 AM - 11:00 AM

NAILBA Board of Directors Meeting

Bluebonnet Boardroom

11:30 AM - 1:30 PM

LifeMark Partners Luncheon (Invitation-Only) Texoma 1-3

12:00 PM

Exhibitor Set-Up Longhorn Exhibit Hall D

12:00 PM - 3:00 PM

Registration Grapevine Foyer

3:00 PM - 5:00 PM

Opening General Session *Grapevine CD*

- Opening Ceremony
- ▶ Welcome: **Dan LaBert**, CEO, NAILBA
- ▶ Welcome to NAILBA 38 with Emcee, Katie Fehlinger

- 2019 NAILBA Chair, Myra Palmer, State of the Association and Chairman's Award Presentation
- Legendary NFL Player Jim Kelly, Sponsored by **Prudential Financial**
- ▶ Chief Economist **Dr. Bob Baur**, Sponsored by Principal Financial Group
- ▶ NAILBA Independent Distribution (ID) 20 Awards Recognition

5:00 PM - 6:15 PM

TMA Reception (Invitation Only) Ft. Worth 1

6:00 PM - 7:30 PM

Exhibit Hall Opening Reception

Sponsored by Nationwide Financial Longhorn Exhibit Hall D

Live Brokerage in Motion Podcasts with CEO. Dan LaBert Podcast Kickoff with Sandler Training, Longhorn Exhibit Hall D

8:00 PM - 10:00 PM

NAILBA RockStar Event Grapevine CD

Sponsored by Prudential Financial and Securian Financial

Friday, November 8, 2019

7:00 AM - 7:00 PM

Exhibit Hall Open Longhorn Exhibit Hall D

7:00 AM - 8:15 AM

Breakfast in the Exhibit Hall

Longhorn Exhibit Hall D

8:15 AM - 2:30 PM

Opening General Session Grapevine CD

Dan LaBert, CEO, NAILBA

8:30 AM - 9:15 AM

▶ **General John Kelly**, Sponsored by AXA Equitable Life **Insurance Company**

9:15 AM - 9:45 AM

Larry Berran, iPipeline CEO

9:45 AM - 10:15 AM

Coffee Break Sponsored by Gerber Longhorn Exhibit Hall D

CEO Panel

- ▶ **Ronald Herrmann**, Head of US Life & Employee Benefits at AXA US
- ▶ Brooks Tingle, President and CEO of John Hancock
- ▶ Mark Holweger, President and CEO of Legal & General America
- Kris Beck, Chief Executive Officer, Proformex
- Chad Milner, NAILBA Chair Elect

10:45 AM - 11:20 AM

Jennifer Golbeck, PhD, Sponsored by John Hancock

Thought Leadership and Business Practices Initiative, Sponsored by North American Company

Long Term Care Panel Discussion, Sponsored by OneAmerica

12:30 PM - 2:00 PM

Lunch in the Exhibit Hall Longhorn Exhibit Hall D

1:30 PM - 1:45 PM

NAILBA Board of Directors (Open Session)

NAILBA Charitable Foundation Grantees Ceremony

2:45 PM - 3:30 PM

Workshops

(6 Concurrent) Recorded by: Playback Now

- Understanding and Working with RIAs with Tiffany Markarian of Advantus Marketing in Ft. Worth 1
- The New Standard for BGA Success & Survival -"Single Entry Case Design" & "Story Selling" — A **Prescriptive Approach for Evolving Permanent Life Insurance Sales** with Matt Essick and Sharon Kern of Ensight by Assurance in Ft. Worth 3
- ▶ 21st Century Marketing to Wildly Grow Your Business with Mark Hug of Global Diversity Marketing in Ft. Worth 4
- Protect your Clients' Assets While Growing Your Customer Base with Jack D. Broughton of Kemper Senior Solutions in Ft. Worth 2
- A Guide to Life Settlements: Hidden Value in Life **Insurance** with Jim Purdy of Magna Life Settlements in *Grapevine* 1
- Risk Appraisal Forum with Dr. Bruce Margolis, AVP, Medical Director at Pacific Life and Kelly Stone, VP Underwriting Operations at Protective Life Insurance Company in Grapevine 3

Grabbing brokerage by the horns: Attracting and onboarding producers

Live! Brokerage in Motion Podcast with Stephen Tarr, Sandler Training & Dan LaBert, NAILBA

Live podcasts from the exhibit hall kick off with a discussion on how to source and onboard key people in your organization. Insights into connecting the dots between the changing dynamics of sales learning and gaining market share, as well as how to help the longhorns on your team succeed.

Stephen Tarr, CLU ChFC, CAP, RICP is Senior Vice President of Financial Services Practice for Sandler Training. Stephen worked in the field as a producer and agency leader, as well as a corporate executive and Senior Vice President at The American College.



3:30 PM - 3:45 PM

Refreshment Break in Exhibit Hall Longhorn Exhibit Hall D

3:45 PM - 4:30 PM

Workshops

(6 Concurrent) Recorded by: Playback Now

- ▶ 5 Secret Traps of the Commission Process That Can Undermine Your Growth with Slava Isayev of GreenWave Commissions in Grapevine 1
- Labor and Employment Laws with Edward Easterly, Esq. of Hoffman Hlavac & Easterly, Attorneys at Law in Ft. Worth 3
- ▶ The Ugly, Bad & Good of the Life Combo Market Structural Differences Facing the Key Driver of the Life **Insurance Industry** with Ronald R. Hagelman, Jr., and Barry J. Fisher of ICE FLOE Consulting, LLC and Vincent Bodnar of Oliver Wyman in Ft. Worth 4
- Life Settlements Breaking new ground to expand the market with Michael Coben and Anne Long of Lighthouse Life in Ft. Worth 2
- Leadership Advantage: Winning in a World of **Relentless Change** with Kelli McCauley of McCauley & Company in Ft. Worth 1
- Do You Really Know How Agents Are Framing Your Products with Bryan Eshelbrenner of Ebix in *Grapevine 3*

5:30 PM - 7:00 PM

Douglas Mooers Award for Excellence Reception

With the NAILBA Charitable Foundation Live Auction in the Exhibit Hall Sponsored by Pacific Life, Longhorn Exhibit Hall D

7:00 PM

Exhibit Hall Closes

7:15 PM - 9:30 PM

Douglas Mooers Award for Excellence Dinner

Sponsored by Pacific Life

- ▶ Master of Ceremonies, Jeff Mooers, NAILBA Immediate Past Chairman
- Outgoing Board Recognition
- ► Incoming Chair Address, Chad Milner, 2020 NAILBA Chairman
- Douglas Mooers Award Presentation, Jeff Mooers
- ▶ Champagne Toast, Mark Pellicano, Pacific Life
- Award-Winning Actor, Kevin Pollak, Sponsored by Pacific Life
- ▶ NAILBA 38 Closing, Jeff Mooers





Opening General Session

NAILBA 38 Emcee, Katie Fehlinger

Katie Fehlinger has years of experience speaking in front of thousands as an emcee, a keynote speaker, TV talent, and even co-hosting live telethons. She is excited to be a part of NAILBA and introducing a diverse lineup of industry experts, business leaders, and motivational speakers.



Dan LaBert, CEO, NAILBA

In the four years as CEO of NAILBA, Dan has launched new member benefits, digital campaigns, rebranding initiatives, media platforms, and career center programs to expand NAILBA membership and further support the independent distribution market. A highly strategic association executive, Dan brings to NAILBA and the annual meeting diverse-industry experience spanning insurance, nonprofit, education, government, legal, training, sports, and beverage sectors.



Myra Palmer, 2019 NAILBA Chair

The Palmer Agency • Decatur, Georgia

With more than thirty years in the industry, Myra brings knowledge, passion, and experience to NAILBA as the 2019 President. Previously, Myra was past President of the NAILBA Charitable Foundation, as well as President of Insurance and Financial Leaders of the Southeast. She currently serves on several carrier advisory boards and the NAIFA Independent Advisors Task Force, as well as being an active member of NAIFA, SubCenters, The Marketing Alliance, and SAGE (a second-generation study group). She carries on a family legacy her father, Howard H. Palmer, founded in 1961, as the president of The Palmer Agency.



Keynote Speakers

Jim Kelly, Legendary NFL Player Sponsored by Prudential Financial

From a young boy in East Brady, PA to his days as an NFL Hall of Fame Quarterback, to the tragic loss of his son, Hunter, to his personal battle with cancer, Jim has shown courage to overcome every obstacle he has faced. At NAILBA 38, he will share his journey of perseverance including his insights on teamwork, leadership, survival and the importance of security NAILBA members help ensure.



Dr. Bob Baur, Chief Economist
Sponsored by Principal Financial Group

Bob is the managing director and chief global economist for Principal Global Investors and is a vice president for the Principal Financial Group. In these capacities, he establishes and directs global economic policy and strategy, oversees and conducts macroeconomic and quantitative research, forecasts economic trends and anticipates market movements. At NAILBA 38, Dr. Baur will discuss economic factors from 2019, the potential forecasts for 2020, and what issues are expected to sustain a bear (or bull) market.





General John Kelly

Sponsored by AXA Equitable Life Insurance Company

General John Kelly is the former White House Chief of Staff, Secretary of Homeland Security and the former head of U.S. Southern Command. He was one of five four-star generals charged by the president to lead the Department of Defense security cooperation in designated segments of the world. Kelly oversaw Central and South America and the Caribbean Sea, some 16 million square miles. General Kelly will motivate and engage NAILBA 38 attendees in a dynamic way. "Leading through Disruption." He is a veteran communicator who will inspire you to implement bold action plans and create an unstoppable team!



Larry Berra

iPipeline CEO Sponsored by iPipeline

Re-imagining how you digitally engage, serve and communicate with prospects and customers to unleash market growth. The life insurance and annuities industry has struggled to achieve growth during the past 10 years. The slow integration of digital technology and the traditional workforce have served as obstacles to expansion. In this discussion, Larry Berran, the new CEO of iPipeline, will discuss how iPipeline's digital platform with data analytics, nationwide network, and agent and advisor outreach can trigger unprecedented growth.



Jennifer Golbeck, PhD

Sponsored by John Hancock

Dr. Golbeck is the Director of the Social Intelligence Lab at the University of Maryland, examining how scientists and companies are leveraging big social data to develop new insights into customers and what they want. Learn how to recognize disruptive AI, assess its potential, and prepare for a data- and algorithm-driven future.



NAILBA 2019 Thought Leadership and Business Practices Initiative

Moderator: Tiffany Markarian, Advantus Marketing

Sponsored by North American Company

Combined with main stage presentations (Ted Talk Style), deeper dive workshops and a companion business report (NAILBA Members-Only), the 2019 Thought Leadership and Business Practices Initiative is a redefining of NAILBA's value for Brokerage General Agencies (BGA). It is a platform developed to help mature BGAs and NextGen leaders overcome historical sticking points and navigate potential opportunities and threats.



Panel Discussion: Lasso the growth in the LTC market to drive your business

Moderator: Tracey Edgar, RN, BSN, CLTC, Vice President of Sales, Care Solutions, OneAmerica **Sponsored by OneAmerica**

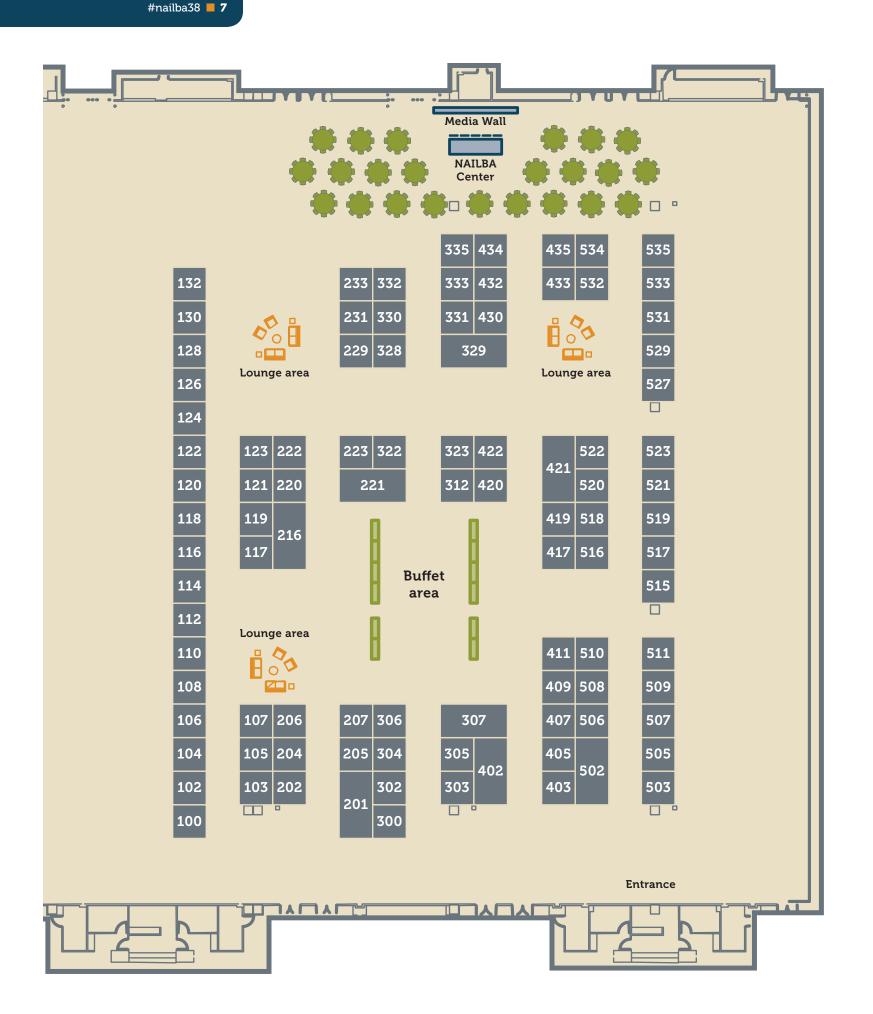
Sponsored by OneAmerica

The need for LTC protection is growing. Baby Boomers are leading the pack, but GenX and Millennials are gaining ground as they see their own families wrangling LTC needs. Industry expert, Tracey Edgar, and a panel of market leaders will discuss when traditional options are the way to go, when to charge ahead with asset-based options, and how to drive conversations in your business, whether you're a large agency or individual producer.

воотн	COMPANY NAME
100	Proformex
102	Newman Long Term Care
103	CLTC
104	BD4BGA
105	OneAmerica
106	Seminars for Less, Inc.
107	GreenWave Commission Management
108	Life Insurance Trust Company
110	LeadingResponse
112	NAIFA
114	Sandler Training
116	The American College of Financial Services
117	Clinical Reference Laboratory
118	Guardian
119	Amada Senior Care
120	Women in Insurance & Financial Services
121	Wink, Inc.
122	Playback Now
123	The Cincinnati Life Insurance Co.
124	Branded Life Insurance Concepts
126	Medimpact NCA Inc
128	Human AP, Inc
130	Consumer Optix
132	S&P Dow Jones Indices
201	AIG
202	Prudential
204	CANNEX Financial Exchanges Limited
205	Welcome Funds, Inc.
206	Principal Financial Group
207	APPS-Portamedic
216	Protective Life Insurance Company
220	Foresters Financial ™
221	Nationwide
222	Life Happens
223	SuranceBay, LLC
229	Kemper Health
231	Security Mutual Life
233	Vertafore, Inc.
300	New York Life Advanced Markets Network
302	Conference Event Management
303	Legal & General America
304	Columbus Life
305	Arthur J Gallagher
306	Broker World
307	American National Insurance Company
321	PaperClip Inc.
322	The Lincoln National Life Insurance Company
323	Securian Financial
328	Symetra

воотн	COMPANY NAME
329	Pacific Life
330	Sagicor Life Insurance Company
331	Wintrust
332	H Point Z Italian Design
333	Elagy, Inc.
335	Employee Pooling
402	Mutual of Omaha
403	Coventry
405	InsuranceNewsNet
407	Insurance Technologies
409	National Insurance Producer Registry (NIPR)
411	AXA Equitable Life
417	ExamOne
419	John Hancock Insurance
420	EMSI
421	iPipeline
422	FSEdNet — Financial Services Educational Network, LLC
430	Munich Re Automation Solutions
432	North American Life Insurance
433	Global Financial Distributors
434	Transamerica
435	eNoah iSolution Inc
502	Ebix, Inc.
503	Lasse Ljung
505	Abacus Life
506	Questpro
507	Zurich Affluent Markets Group
508	Senior Legacy Life
509	Global Atlantic Financial Group
510	NGL
511	ALIRT Insurance Research
515 516	Lighthouse Life Allianz Life
517	VSP Vision Care
517	Hanleigh Special Risks
519	Insured Connect
520	Ensight by Assurance
521	Western & Southern: Integrity Life Ins.
522	Rhoads Online Institute
523	InsMark
527	LifeTrends
529	Valley National Bank
531	SBLI Brokerage
532	NAPA
533	Bestow, Inc.
534	National Western Shoe Shine
535	Discovery Datap

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21st Century marketing to wildly grow your business

Location: Ft. Worth 4

Speaker: Mark Hug and Tariq Khan, Global Diversity Marketing

Description: Expanding your business and marketing opportunities requires you to engage different types of advisors that reflect the society around you. The first step in broadening your reach is learning how to engage untapped and emerging demographics. This highly informative session will give you the first steps in engaging more women advisors and the emerging millennial and NextGen advisor markets. You will learn what they want from an insurance partner and the different marketing approaches to build deeper, more significant business relationships. The real benefit is dialing in on more diverse marketing strategies to expand your opportunities and value promise.



Mark Hug

Mark is a recognized business leader who has shaped the life insurance industry over the last three decades. Throughout his distinguished career he held senior leadership positions in global fortune companies and was recognized by Forbes as one of the 50 most influential global Chief Marketing Officers of 2014.



Tariq Khan

Tariq is a recognized business leader, founder, and CEO of Global Diversity Marketing. Before starting his company in 2010, Tariq has held senior leadership roles at MetLife, Nationwide and ING. Tariq is a global speaker on leadership, changing trends, Disruption, and Diversity.



Hidden value in life insurance: A guide to life settlements

Location: Grapevine 1

Speaker: Jim Purdy, Magna Life Settlements

Magna Life Settlements Director Jim Purdy is growing and educating a network of agents about the financial innovation of life settlements. Jim has more than 15 years of sales experience that includes all aspects of the insurance industry.

Description: The life settlement industry is experiencing exponential growth. Learn how life settlements work, what commissions agencies and agents can receive and how to talk to clients about selling their life insurance policy. Walk away with tools to evaluate your book of business.



Protect your clients' assets while growing your customer base

Location: Ft. Worth 2

Speaker: Jack D. Broughton, Senior Vice President, Kemper Health

Jack joined Kemper Health in 2014 to build the senior line of business through a national brokerage channel. Over the past 30 years, he has held executive insurance positions and owned an IMO. Jack utilizes his marketing expertise to help agencies grow their business.

Description: When creating a retirement strategy for your clients, potential health care costs could be one of their largest expenses. A Home Health Care policy can help protect your clients' assets while providing an affordable solution to receive care in the privacy of their own home. Your clients should have options when it comes to managing the risks of health care costs during retirement. Find out how adding a Home Health Care plan to your portfolio of products is a good fit for you and your clients.

Risk appraisal forum

#nailba38 **9**

Location: Grapevine 3

Speakers: Dr. Bruce Margolis, AVP, Medical Director at Pacific Life

Kelly Stone, VP Underwriting Operations at Protective Life Insurance Company

Jordan Carreira, VP & Chief Underwriter, Lincoln Financial Group

John Valickus, VP & Chief Underwriter, Symetra

Description: The Risk Appraisal Forum proudly presents the 2020 Underwriting Forecast for the industry. Don't miss this opportunity to discover what's on the horizon when you listen to the open panel discussion by some of the top minds in underwriting. Be the first to learn about cutting edge improvements for evaluating the most common medical impairments you run across daily. Take advantage of this opportunity to ask your questions of the experts in the field!

The new standard for BGA success & survival – "Single entry case design" & "story selling" A prescriptive approach for evolving permanent life insurance sales

Location: Ft. Worth 3

Speakers: Matt Essick and Sharon Kern,

Ensight by Assurance

Description: As digital expectations increase and new FA distribution channels grow, BGA's must continue to evolve their operational transformation to better serve producers and Financial Advisor clients with software solutions that transform POS sales experience for consumers. With print being the marketing dinosaur to digital transformation, faster turnaround and more enhanced illustration services are critical. To completely close more business, join us to learn how to move from life "product promotion" to "story selling." Hear how to insert a human angle into your sales process, demonstrating why life products matter in what has traditionally been a dry, complex and sometimes scary transaction.



Matt Essick

With over 20 years of permanent life insurance experience domestically and abroad, Matt is Chief Marketing Officer for Ensight by Assurance, and focusing on understanding clients' strategic initiatives and how to best amplify them through the Ensight eco system.



Sharon Kern

With over 25 years in the insure tech/ fintech space, Sharon is Vice President Sales, overseeing the sales and account management lifecycle for all Assurance enterprise and retail clients, including new business, account management of enterprise clients and customer success.



Understanding and working with RIAs – helping RIAs complete their fiduciary role

Location: Ft. Worth 1

Speaker: Tiffany Markarian, Advantus Marketing

Tiffany has been helping wealth advisors and insurance professionals advance their business momentum since 1995. She is a frequent author for industry journals and has spoken at numerous industry conferences, including FPA, FSP, NAILBA, GAMA, LifeMark Partners, NAIFA, and regional broker/dealers.

Description: Many RIAs would like to elevate their client experience with insurance services to complete their planning model. The challenge is not diverting their core focus, or their particular business model does not allow for product compensation. This intensive workshop helps BGAs understand the inner workings of fee-based and fee-only RIAs and advisors. You will understand how the different RIA business models operate and what is needed from insurance firms to serve clients. The real benefit is adapting your model to better align with the needs of wealth advisors and being a consultative partner to open new business opportunities.



5 secret traps of commission process that can undermine your growth

Location: Grapevine 1

Speaker: Slava Isayev, GreenWave Commissions

Slava has over 31 years as a software developer and entrepreneur in the market and is CEO and founder of GreenWave Commissions provider of software and services that "inspire and encourage our clients' growth through application of innovative technology and exceptional service."

Description: In the past 18 years studying commission processes and working directly with CEOs, COOs, and commission teams of insurance agencies, BGAs and IMOs, we noticed that GROWTH-FOCUSED AGENCIES always GET CAUGHT IN ONE OF THE TRAPS surrounding the commission process. This process, while seemingly simple and straightforward, is invariably very complicated. Any of these traps will cause a bottleneck and restrict growth, making you miss out on profitable opportunities. In this workshop, we will cover 5 traps, and share with you the secret formula that guarantees maximized profitability and unprecedented commission speed and precision.

10 ID Trends Agenda



Navigating today's labor and employment laws – what every BGA needs to know today and beyond

Location: Ft. Worth 3

Speaker: Edward Easterly, Esq., Hoffman Hlavac & Easterly, Attorneys at Law

Ed is a founding member of Hoffman Hlavac & Easterly. He represents clients on federal, state, and local labor and employment laws. Ed advises clients on a range of labor and employment matters including the enforceability of employment agreements, and discrimination and harassment issues.

Description: As 2019 draws to a close, BGAs need to be prepared for the next wave of federal, state and local employment laws and regulations. This highly informative workshop will help keep you and your firm in compliance with the ever-growing list of labor and employment laws and considerations your business must follow. You will further learn how to navigate employee relations in a social media environment and institute protective harassment policies within your firm in the #METOO world. It is more critical than ever that you are armed with information to help protect your firm, and yourself, from potential liability.

Breaking new ground to expand the market — Life Settlements

Location: Ft. Worth 2

Speakers: Michael Coben and Anne Long, Lighthouse Life Solutions, LLC.

Description: Life settlements help the financial lives of seniors by generating resources from the sale of life policies that are likely to lapse or surrender — money that can fund retirement investments, and pay for costs of living, healthcare and long-term care. Learn about how life settlements are a solid fit with the new laws and rules establishing suitability and best interest standards that have been advancing at the federal and state levels. Also, discover programs that allow BGAs to integrate life settlements into their own and their producers' practices with fast and easy life policy appraisals and purchase programs for qualified seniors with policies as low as \$100,000.



Michael Coben

Founder and Chief Distribution and Business Development Officer of Lighthouse Life Solutions, LLC, Michael leads the company's distribution and strategic alliances to increase awareness and access to life settlements for life insurance policyowners. With over 35 years in the industry, Michael is a respected industry expert, holding FINRA Series licenses 7.24, and 63.



Anne Long

Anne is Senior Vice President, Business Development of Lighthouse Life Solutions, LLC. With over 35 years as an insurance executive and strategy consultant, Anne's expertise is in design and implementation of revenue growth strategies for clients. Regular speaker at industry events, she was past Board Trustee of The American College of Financial Services.

The ugly, bad & good of the life combo market Structural differences facing the key driver of the life insurance industry

Location: Ft. Worth 4

Speakers: Ronald R. Hagelman, Jr., and Barry J. Fisher, ICE FLOE Consulting, LLC Vincent Bodnar, ASA, MAAA, at Oliver Wyman

Description: Are traditional or combo long-term care insurance solutions serving consumers' needs? When will the promise of privately-owned coverage make a significant contribution to the looming financial crisis facing our society? Understand the latest trends and get the most recent insights on this crucial topic when nationally recognized extended care authorities Ron, Vince & Barry teamup to discuss the evolving world of long-term care and chronic illness insurance coverages. Discover how distribution can grapple with the training, sales and fiduciary challenges inherent in the current life combo market and ready itself for the inevitable changes to come?

With decades of expertise in the life and long-term care insurance industry, Ron and Barry provide product development, distribution & training strategies to deliver meaningful approaches for coping with the extended care risk as principals of ICE FLOE Consulting, LLC.



Vincent Bodnar

Vince is recognized as one of the leading long-term care insurance experts in the country, having worked with such products since the 1980s. Vince is partner and Long-Term Care Practice Leader at Oliver Wyman, and was recently named one of the





Barry J. Fisher

Leadership advantage: Winning in a world of relentless change

Location: Ft. Worth 1 Speaker: Kelli McCauley, McCauley & Company

Kelli is a highly acclaimed leadership consultant, executive coach, facilitator and speaker, who works with high potential leaders to optimize performance. An expert in improving leadership effectiveness and bottom-line performance, Kelli works with industry leaders, executives, sales management teams and key stakeholders.

Description: The fastest way to grow, stay relevant and outperform your competition is having your team embrace industry change and deliver elevated client experiences. This requires first and second-line leaders who bring out the best in their team. It is creating a culture that rewards collaboration, aligned actions and adaptation. The formula is simple: Confirm your firm's vision, build alignment, close skill gaps and champion execution. In this intensive workshop, you will identify behaviors that challenge change and specific steps that require your attention. The benefit is creating a plan that leads your team through change and achieves your value proposition.



Do you really know how agents are framing your products?

Location: Grapevine 3

Speaker: Bryan Eshelbrenner, Ebix

Bryan is director of product management for Ebix's SmartOffice platform. He has more than 16 years in the financial technology sector, overseeing software design, development, quality control, sales, and marketing.

Description: Ebix has analyzed over 16 million WinFlex illustrations to understand when and why products aren't achieving their market potential. Join Bryan for an introduction to WinFlex Insights, a new platform bringing transparency to case design and presales activity with behavioral data that goes way beyond benchmarking. Learn how Insights transforms product design, marketing, and distribution to help business stay ahead of the curve. From identifying key competitors in comparisons to forecasting revenue and commission costs to discovering underserved market niches, Ebix is taking the guesswork out of independent distribution.

