



IVANS Markets

The Central Insurance Companies are comprised of Central Mutual Insurance Company and All America Insurance Company.

Scan to access on-demand training for IVANS Markets.



Central has partnered with IVANS to provide an online search tool to help you instantly identify Central's market appetite when searching for markets to submit your new and renewal business.



The search immediately presents you with a list of insurers with an appetite for the specific risk, providing access to more products.

IVANS enables you to reduce dependency on traditional, time-consuming methods of identifying insurer appetite such as reviewing insurer risk guides, visiting insurer websites, or relying on historical agent experience.

Leveraging IVANS Markets, your agency can build new business opportunities with appointed insurers and increase visibility into additional prospective insurer and MGA partners based on lines of business and products.

IVANS provides your agency the right market information at no cost.

- *Market search:* expands insurer appetite search beyond your current insurer partners, to help you find the best markets faster for your clients to drive more new and renewal business. Search market appetite for commercial risks across 1,000 markets, 2,000 classes, 15 lines of business, and all 50 states.
- *Integrated search workflows:* access IVANS directly in your management system or online. The tool is available to all IVANS agencies and within nine agency management systems, including Applied Epic and Applied TAM.
- *Appointed markets:* indicate appointed markets within the tool so your search results clearly indicate and rank your appointed insurer relationships by line of business.

IVANS enables your agency to:

- Reduce dependency on historical, time-consuming methods of identifying insurer appetite.
- Match clients' risks with Central's stated appetite preferences.
- See Central's eligibility requirements right up front.
- Link directly into Central's online quoting system.
- Stay within your management system to bridge a quote as well.



Fulfilling the Promise Since 1876

www.central-insurance.com



Getting started is easy.

1. Access IVANS.

- Visit markets.ivansinsurance.com.
- Log in directly from your management system. A growing number of management systems, including Applied TAM and Applied Epic, are offering access directly from the management system. Contact your provider to find out if your system provides integrated access to Market Appetite.

2. Start your market appetite search.

- Select an SIC or NAICS code, or type in a description (note the system intelligence that takes partial words and finds the proper NAIC category).
- Choose the line, or lines, of business you're looking to write coverage for.
- Choose the state, or states, you need to search in.
- Press the "Search" key.
- View the results screen within seconds.

3. Analyze data-driven market insights.

- Review premium renewal rate for the most commonly placed lines of business.
- Drag your mouse along the line graph to view year-over-year premium renewal rate change.
- Analyze the average expected renewal rate by month to advise your clients on expected renewal rates.

Central's Commercial Classification Guide

In addition to the IVANS Markets tool, Central continues to offer its online classification guide. This guide can be found on our online quoting screens, as well as on Agents Access by going to Commercial > Tools > Classification Guide. You can find classifications using the browse or search options and you can use the small business checkbox to further filter your results.

Central Mutual Insurance Companies
Commercial Lines Classification Guide
Real Time - Quote Bridge

Would You Like to Use Central's Small Business Program?

I want to limit the search to small business eligible classifications.
By selecting this option, only classifications that can be quoted under Central's Small Business program will be shown.

State: OHIO

Rate Date: 01/2018

Browse classifications by program.
 Search for classifications based on description.

Let System Decide [Search]

Once you have found and selected the class needed, you'll see the following information:

- Eligibility by clicking the PMA description link.
- If the class can be quoted online.
- If it is within our appetite by the hazard level red flags assigned by line of business or coverage part.
- Links to our Underwriting Guides which provide more detail on the class.
- Comments on the class – general and line specific as well as forms that could be attached to the policy if issued.

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Questions?

For information on this or any Central commercial lines coverage or program, contact your marketing manager or commercial lines underwriter.