



From Quote to Close: Simplify Your Broker Experience





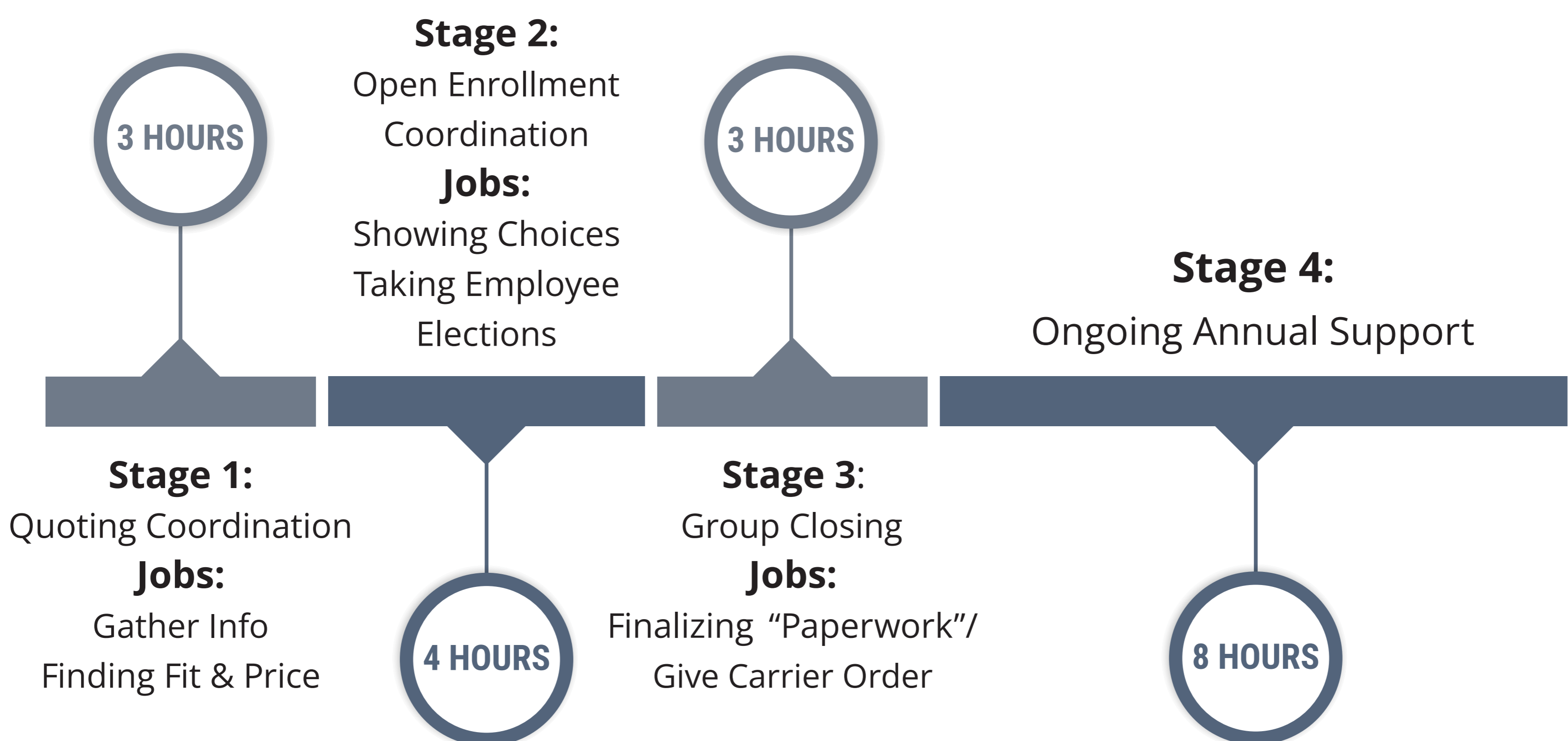
The short window of time Brokers have to gather client information, pull proposals, present quotes, finalize paperwork and send completed orders off to Carriers is never enough. With so many jobs to be done, inefficient processes are not an option if you're a Broker trying to grow your business.

Break down the silos of inefficient workflows with FormFire, a comprehensive quote to close software that brings everything you need to get the job done to one, easy-to-use place.

YOUR 18 HOUR STORY

As a Broker, your day is a juggling act. Your time is spent chasing down information, wading through choices, monitoring deadlines, finalizing paperwork, and coordinating it all with your Groups and Carriers. Hours are spent behind the scenes making sure your clients are taken care of from quote to close. In fact, 73% of Brokers report spending up to 18 hours per year working with each of their Small Groups.

Brokers spend on average 18 hours per Small Group per year:



STAGE 1

The quoting coordination stage. This is the time you spend gathering Employee information, finding potential plan options from a variety of Carriers and comparing prices to narrow down what you present to your Small Group.

STAGE 2

The open enrollment coordination stage. This is the time you spend working with your Small Group to go over their plan options and start taking employee elections.

STAGE 3

The Group Closing stage. This is time spent finalizing all your Small Group's paperwork and coordinating with the Carrier to send in the order.

STAGE 4

Finally, we have the maintenance stage. This is the ongoing support you provide your Small Groups throughout the year.

FormFire supports Brokers through the critical first 10 hours, improving the efficacy and efficiency of your day.



Saving Time with FormFire Software

FormFire is the modern solution to the age old problem of “not enough hours in the day.” Now, Brokers don’t have to choose between the work that needs to be done, and the work they want to get done.

Spend Less Time on:

- Gathering Info
- Finding Fit & Price
- Showing Choices
- Taking EE Elections
- Finalizing “Paperwork”
- Giving Carrier Orders

Spend More Time on:

- Attracting New Clients
- Growing Client Relationships
- Maintaining “Broker of Record”
- Increasing Sold Product-Lines
- Getting a Business ROI

Whether it is secure document collection, assisted form filling, evaluating and comparing options, corresponding with Carriers and everything in between: FormFire helps you get your time back.

How FormFire Works for You

Between the time it takes to create a proposal and the challenge of filling in missing information from Employees and Groups, quoting and selling employee benefits can be a time-consuming endeavor. **FormFire can help** take the pain out of the process. **Our Broker features** include:

- An “all-in-one-place” platform for collecting medical information, pulling **ACA quotes** and generating custom, branded proposals for Groups.
- One uniform **online interview for Employees** that is compatible with thousands of Carrier forms.
- A complete **shopping experience** with a broker controlled, private, carrier independent online marketplace.
- **Data Sending software** that enables Brokers to seamlessly gather and submit Employee forms and censuses directly to Carriers.



Our quote-to-close platform streamlines the effort involved in the benefits enrollment process, saving you time and giving you the necessary tools to not only retain, but also attract new Clients.

Security You Can Trust

Collecting employee medical information requires a lot of care to ensure collection and storage practices are compliant and secure. FormFire offers a Health Insurance Portability and Accountability Act (HIPAA) and a Health Information Technology for Economic and Clinical Health Act (HITECH) compliant way to populate Carrier forms for groups that **ensures the security** of Employer groups’ data is unparalleled.



Streamline Your Workflow with FormFire

What could you do if you had more time? With FormFire, you will. The average Broker spends up to 18 hours per year working with each of their Small Groups. FormFire's software and tools simplify the quote-to-close process and makes busy work more manageable. Streamlined comparing, fast quoting, paperless applications: these are just a few ways FormFire can open doors to new opportunities for you and your Groups.

If you are interested in shifting your focus to goals like attracting new clients, maintaining Broker of Record and achieving business ROI, **request a free demo!** The only thing standing between you and growing your business is time; time FormFire can help you get back.



EFFICIENCY