

# COMPENSATION MADE EASY

How three carriers streamlined and modernized with Sircon Compensation®



Before

&

After

Agent partnerships are the lifeblood of every carrier, but compensating your producers can be a headache for everyone if your system isn't up to date.

That's where Sircon Compensation comes in. With Sircon Compensation, you can say goodbye to complicated legacy systems and hello to compelling compensation programs and simple processes for all involved.

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**Read on to see the difference  
Sircon Compensation made for  
other carriers.**



# Company A

A large health carrier in the northeastern United States covering 160,000 individuals. The company is second only to the federal government for health care services in their state.

## Before

## After

Calculating payments was labor-intensive and error-prone, requiring significant manual adjustments

Cleaner data removed errors, **saving nearly \$500,000 over six months**

Broker commissions were decoupled from insurance premiums and manual interventions were reduced by 97%

Commission processing took over 60 hours per month to complete

Time spent processing commissions **went from 65 hours per month to only six**

The company had outgrown its older system, which lacked the flexibility to design and deliver effective incentive programs

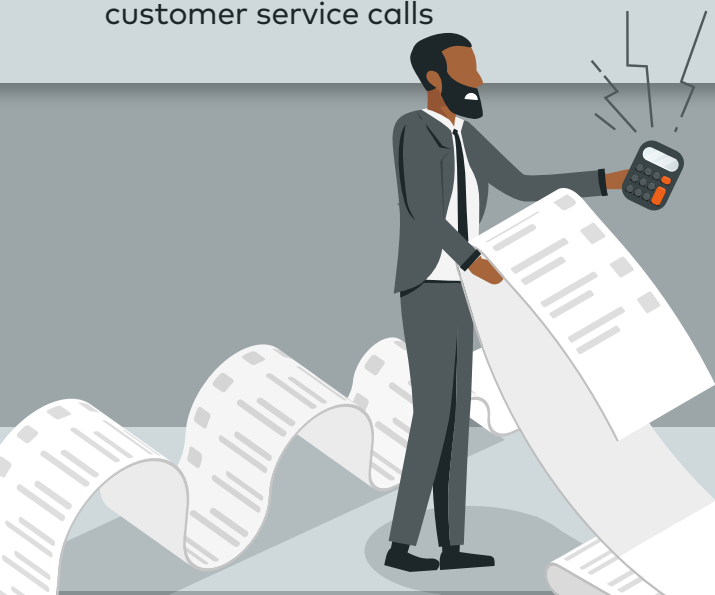
Able to design incentive programs that are innovative, responsive to market needs, and fully integrated with Sicon

Using incentive programs with other systems like enrollment and billing required costly outsourced IT services

Integrating with internal systems eliminated ongoing reliance on outsourced IT

Producer questions could only be answered with time-consuming customer service calls

Customer service calls from producers decreased dramatically, saving time for employees



# Company B

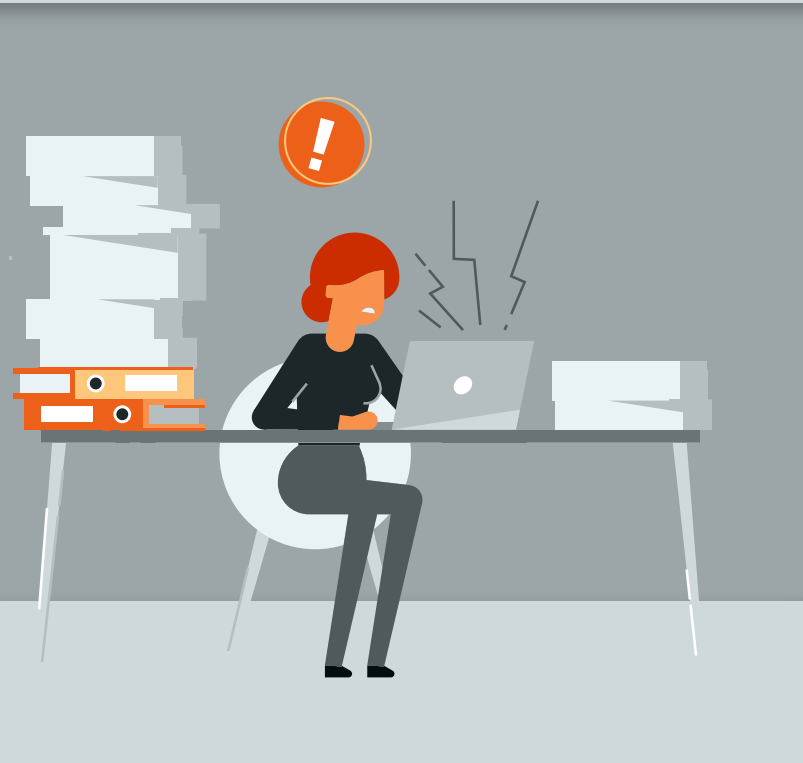
A Fortune 500 property & casualty carrier and the largest provider of supplemental insurance in the United States. This company provides financial protection to more than 50 million people worldwide.

Before

After

Complicated commission system that required multiple workarounds

More streamlined and less labor-intensive commission system for home office users



Struggled to manage complex 10-level hierarchy

Easily manages **hierarchies with any number of levels**, including agents with multiple channels

Difficulty paying their downline

Able to pay FMOs, MGAs, and their entire downline easily and accurately

Time-consuming onboarding process created high volume of agent calls

Increased revenue by onboarding new agents and agencies quickly, including **200 new producers with over 2,000 appointments monthly**

# Company C

A life insurance carrier that provides juvenile and family life insurance products to middle-income families along with medical insurance to small- and medium-sized businesses throughout the United States and Canada.

Before

After

Needed a broker channel but was unable to accommodate one

Added broker channel, which grew to **29,000 active agents in five years**

Lacked a scalable incentive compensation solution

Easily handles **6,500 compensation structures, 56 bonus templates, and over 36,000 payees in one system**—while paying \$1.6M average monthly commissions

Difficulty managing agent relationships

Agent self-service portal increased agent satisfaction, while easy-to-use tools simplified relationship management



With Sircon Compensation, you can pay producers accurately, create compelling incentive programs, and keep all your agent information in one location. It's your one-stop shop for a compensation system that works for you and your agents.

Ready to take your company from **"before"** to **"after"** with Sircon Compensation?

See it in action!

[Watch demo](#)

