POLISH FALCONS OF AMERICA

THE STRONG, FRIENDLY, FAMILY FRATERNAL

Sales Updates

- Contracting
- Agent Portal
- iCover
- Strategy/Timeline
- A peek over the horizon

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Sales Updates

AgentSync

Contracting with AgentSync is up and running. Streamlining contracting in a paperless process all online.

- Currently 35 agents and 5 agencies.
- Running background for new agents, NPN and verifying active license daily staying in compliance.

Just-In-Time (JIT) appointments for WI, MI, IL, IN, and NJ.

- Holding off on producer appointments until that producer writes business.

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Sales Updates

Agent Dashboard

Working with Pinpoint to create a portal for agents to view.

- Submitted business
- Pending business
- Issued business
- Commissions

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Sales Updates

iCover

In pilot with Final Expense as of 10-26-22. Simple and fast point of sale underwriting. Getting life insurance coverage has never been easier.

- 12 pilot agents.

- Goal is to drive as many agents as possible and applications through during the testing phase before going live to new Agencies.
  - Providing leads to help drive business plus a cash incentive.

- When doing remote sales clients can sign the application through a text message in additional to an email. In the next build will be the option to sign through a voice signature.

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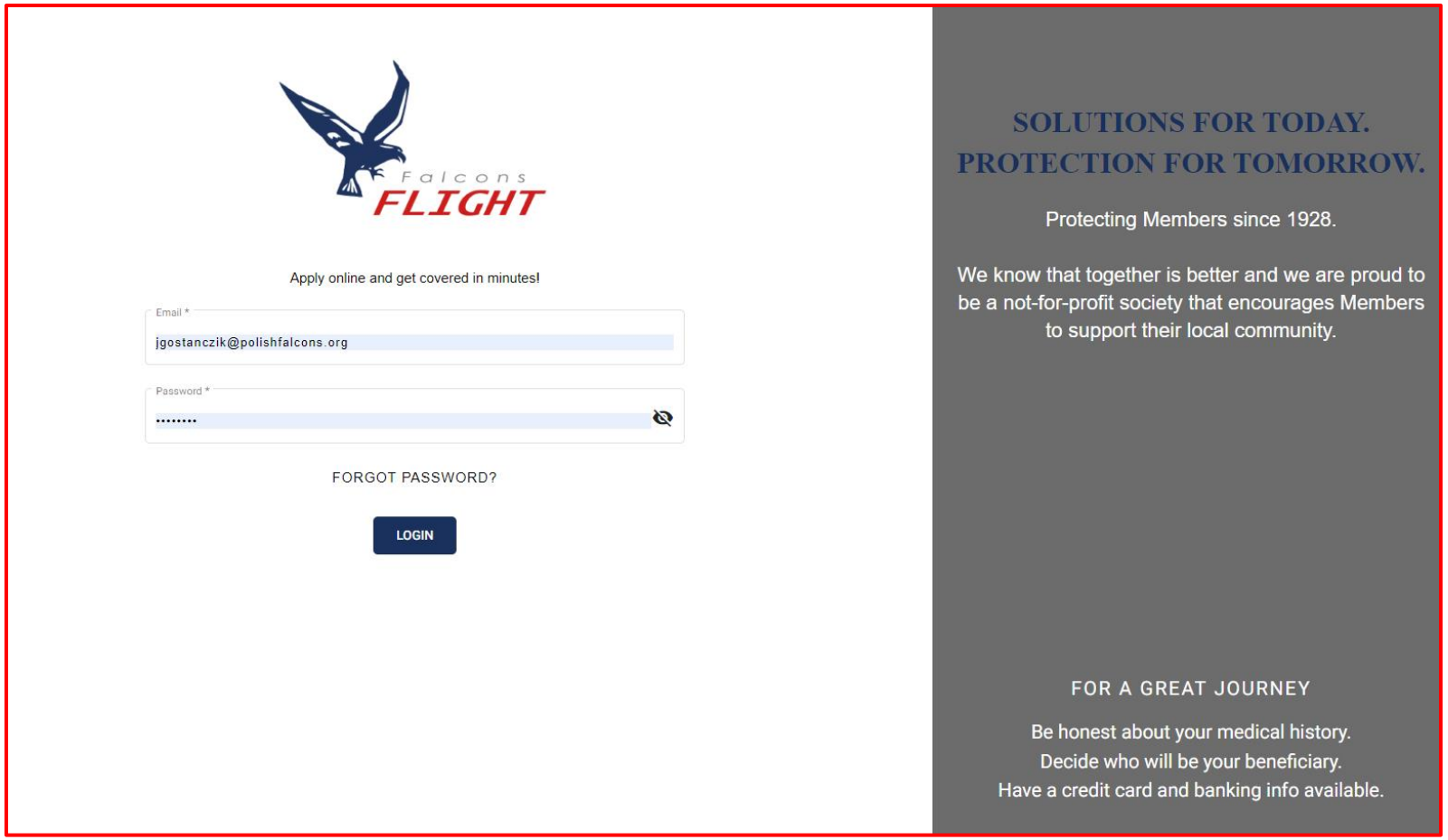
iCover



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Strategy/Timeline

- iCover will be in pilot for about 6 more weeks depending on traffic.
- Talking with Producer Resources to add more agents during the pilot.
- Next product roll out is traditional Whole Life.
- Reaching out to Agencies I have worked with in the past introducing PFA, products and ease of doing business with Flight once we have a timeline when will be out of pilot. Starting with:
  - Shoreline Financial headquartered in CT with about 500 agents.
  - Easy Protection headquartered in NJ with about 300 agents.

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Sales Updates

A peek over the horizon

- Start recruiting new Agencies
- Adding additional products to E-App
- Agent portal
- New partnership with Insuraware for leads for agents and long-term Direct-to-Consumer.

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A peek over the horizon

- Insuraware is the first insurtech solution to complete the value chain from lead generation to enrollment. They use state-of-the-art, multidimensional AI. This technology allows them to identify who to call today and who to market to for tomorrow's sales.

- This is another value-add for agents and agency’s when getting contracted with us.

- They offer a fast and easy D2C white-label quote to enroll working with iCover.