

## REDEFINING THE BROKER EXPERIENCE

Vyne — Grow with confidence

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Remaining relevant requires traditional brokers to become brokers of the future: digitally sophisticated and, by focusing more on strategic risk advice, able to deliver the transparency and control that today's customers need."

- "The broker of the future," Accenture

#### **Broker of the past**



- Administrator
- Seller
- Product-led
- Desktop or laptop dependent

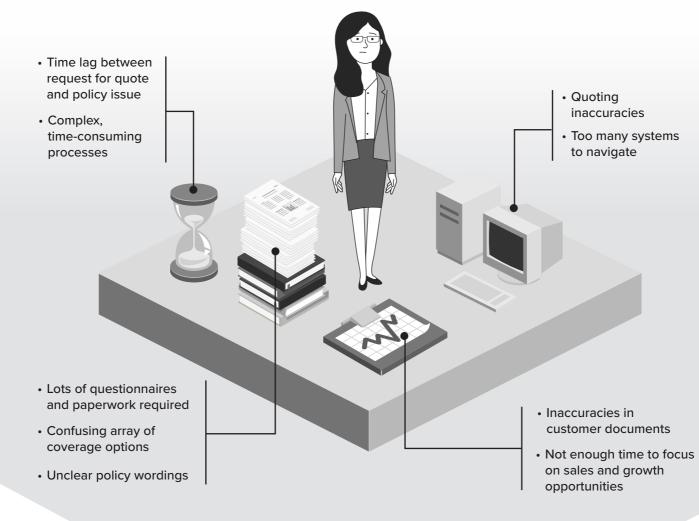
#### **Broker of the future**



- Client advisor
- Facilitator
- Needs-focused
- Digitally-friendly

### THE OLD WORLD

(Cumbersome processes, lack of consistency & integration, lots of paperwork)



# THE NEW WORLD (Customer-centric products & pricing, faster service, streamlined workflow)

(Customer-centific products & pricing, faster service, streammed workhow

the right coverage based on their needs quickly and easily

Inspire customer confidence, and increase efficiency,

Match customers with

with sophisticated, automated underwriting rules



quoting vendors, and broker management systems

• Real-time document generation provides

 Full integration between Guidewire,

instant access to customer information and electronic customer documents

and brokers will receive it in minutes!
Brokers can update customer policies directly in Guidewire to

• One price from quote to issue

- accelerate speed of service
- Boost to broker productivity no
  - Simplified, easy-tounderstand policy wordings

more outdated

questionnaires

forms and

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"The future of financial advice is a human advisor complemented by digital collaboration."

– "Financial advice in Canada: A Way Forward," Richard Ivey Business School



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