

## Meet Century's Newest Associate, COLE!

**COLE** may be a robot but he's perfectly suited to serve as our "Century On-Line Electronic Assistant." He is even appropriately named for the job!

COLE's mission is to scour Century Online for previously quoted business that didn't bind. Once located, COLE **automatically** sends a quote based off the previous year's data.

COLE provides a quote that is bindable once operations, loss history, and premium basis are verified for the current year.

### COLE is programmed with three primary objectives:

- **Be Helpful:** Providing **quotes** affords producers a qualified lead and reason to reconnect with the retail agent. Forget cold calls! Providing a quote also gives another option on renewals. If neither is needed, no worries! You won't hurt COLE's feelings!
- **Operate Efficiently:** Inundating email boxes with quotes that won't bind isn't helpful and wastes time. To avoid this, COLE identifies **target** business he knows will produce a competitive quote. COLE releases quotes a set number of days prior to the effective date. This, coupled with only quoting target **business**, ensures no producer is bombarded with unwanted correspondence.
- **Provide Actionable Solutions:** If COLE quotes, **you can bind!** Just verify that current exposures match the quote and that there have been no changes in loss history or operations.

COLE is eager to start working for you but, **in order to start receiving quotes you must subscribe to our email list using the button below!**

Questions about COLE? Contact your Century Underwriter.



***Our newest team member is built to assist!***

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