



SECURA Data Mining Agency Revenue Booster

Optimize your Specialty Lines book through a data mining review to identify revenue growth opportunities.

Benefits of data mining

We do the work for you! Our experts can review your book of business to identify hidden opportunities for profitable growth.

Competitive commissions

By participating in the data-mine and writing new business with SECURA, you can receive higher commissions than surplus carriers typically offer. Partner with your team at SECURA to pursue and win new business while boosting your revenue. SECURA combines admitted paper, package policies, and competitive commissions that are some of the best in the market.

SECURA's Data Mining Process

1. Work with a SECURA sales specialist who will assist retrieving your agency's Specialty Lines expiration list from your management system.
2. The sales specialist and underwriter will analyze the list and determine which opportunities SECURA will have an appetite to pursue and quote.
3. On a monthly basis, the sales specialist will email your agency requesting submissions on accounts expiring within the next 60-90 days.
4. Your agency can submit accounts to our Specialty Lines team by emailing SpecialtyQuotes@secura.net or quote policies yourself through our online rater, SECURA BizLinkSM.

Five reasons to write Specialty with SECURA

1. **Expert underwriting.** The number one reason you should write Specialty Lines with SECURA is our underwriters. They want to help you profitably grow your business. Let our experts work with you to explore potential accounts!
2. **Commission.** When you grow your business with Specialty Lines, you'll earn higher commissions than surplus carriers typically offer.
3. **Additional coverages.** With Specialty Lines, you can combine policies with elements like:
 - Workers' Compensation
 - Commercial Auto
 - Inland Marine
 - Professional Liability
 - EPLI
4. **Diversify your risk.** If your book is buoyed by Commercial or Personal Lines, big losses can really sink your profitability. Spread your risk with Specialty Lines accounts.
5. **New prospects.** You probably have a good idea of all the "bread and butter" accounts in your area, but what about growing businesses that stretch underwriting requirements just a bit? Let us help you land those accounts too!

By working with SECURA, you also get the advantage of package policies considering additional lines of business*, direct billing for your clients, and so much more.

*Coverages may not be available in all states. Subject to class eligibility. Coverages described are subject to all the terms and conditions of the policy, including deductibles, exclusions, and limits of liability. Not all agents are authorized to sell all types of insurance. Please read the policy carefully.

Enhance your book of business.

