

# AN

ARMNEWS

## A New Timesaving, Multi-Carrier Quoting Service

ARM

Announces

A New

Agreement

With SeaPass

Solutions

For Economical

Access

To The

SeaPass Hub.

This progressive online tool gives ARM agents real-time, single-entry multi-carrier quote-propose-policy issuance for commercial lines of insurance. Requesting information through a single source eliminates the need for agents to re-key data—minimizing manual errors, saving time, lowering costs, and increasing customer satisfaction.

According to Larry McSpadden, CPCU ARM ARE, Vice Chairman of ARM “The SeaPass Hub totally automates the rating process for small and mid-sized commercial insurance, and allows our agencies to be more competitive. For obtaining quotes, issuing policies, or effecting rollover transfers, SeaPass offers tremendous time-saving capabilities.” The program is designed to find the best value for Commercial Package, Business Automobile, Umbrella Liability and Workers Compensation coverages among the many insurance companies an ARM agency might represent.

Currently, the SeaPass Hub directly accesses the commercial rating systems of ten leading national insurance carriers, including Safeco, CNA, The Liberty RAM Group, The Hartford, OneBeacon, Selective, Ohio Casualty and Travelers. In 2008, SeaPass expects to roll up to ten more companies into the mix, with Zurich North America and The Hanover soon to go live. “ARM agents have every reason to use SeaPass,” Mr. McSpadden says, noting that the solution is very affordable compared with other options evaluated. Thanks to ARM’s buying power, the cost can be further discounted based on the total participation of the group.

Free set-up for ARM agents is another benefit of the SeaPass platform. Integration with current systems is seamless and secure. “We took our time making such an important decision,” McSpadden continues. ARM representatives extensively reviewed other rating platform companies, and SeaPass outranked them all on usability, security, and reliability. “Overall, the implementation of technology is superior,” McSpadden continued, “we really liked the seamless integration with all the major agency management systems as well as the ability to mix and match various lines quoted from different companies. Our members can now be more productive writing and handling commercial insurance business, and focus on customer service instead of data entry.”

no.8 JAN 08

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**W E L C O M E**

TO *2008 Conference*

**SAVE THE DATE**



*April 7-10*  
at  
**Bally's**  
Las Vegas

*Look for  
registration  
material in the  
mail soon!*

**\*Monday—April 7, 2008**

**\*Afternoon meetings for ARM State Execs and  
ARMFico Board Members ONLY**

**Tuesday—April 8, 2008**

9 a.m. Board of Directors Meeting  
10:30 a.m. Registration opens to general membership  
Noon Lunch  
1 p.m. Board of Directors Meeting reconvenes,  
if necessary  
4:30 p.m. Shareholders Meeting  
5:30 p.m. Welcome Reception and Dinner,  
followed by a guest speaker—TBA

**Wednesday—April 9, 2008**

8 a.m. First Session of Breakouts  
10 a.m. Second Session of Breakouts  
Noon Trade Fair/Luncheon  
1:30 p.m. General Session  
5:30 p.m. Farewell Reception—TBA

**Thursday morning—April 10, 2008**

We may be offering an optional activity of some type  
. . . details will be included in registration material.