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Cross-Sell with Quick Quotes on AIG® eXtra

Designed to streamline workflows and unlock growth opportunities, Cross-Sell with Quick Quotes utilises advanced analytics to instantly generate upfront pricing for products that are relevant to your clients.

When you submit a new business quote, perform a MTA or accept a renewal for one of our products on AIG eXtra, you'll now receive cross-sell recommendations and quick-quote pricing for complementary products utilising existing client data. Receiving quotes for multiple products across business lines on AIG eXtra has never been more straightforward or efficient.

Data-Driven Intelligence

Our cross-sell recommendations leverage advanced algorithms and data analytics to analyse industry trends and behaviours. By understanding what similar clients have purchased, we deliver tailored recommendations that will likely resonate with your clients' cover needs.

Upfront Pricing Clarity

Get accurate, transparent pricing faster than ever. With Quick Quotes, AIG eXtra generates upfront pricing for recommended cross-sell products. These default quick quotes, with just a few additional clicks, can be customised by selecting additional cover sections and adjusting limits. Additionally, quick-quote pricing is dynamic and updates in real-time as you amend limits or add cover sections. With Quick Quotes, AIG eXtra provides a new level of insight into cross-sell possibilities to simplify your client conversations and accelerate decision-making.

Empowering Growth

Seize new product opportunities, cultivate deeper client relationships, and unlock fresh revenue streams. By providing cross-sell product recommendations, AIG eXtra empowers you to broaden your book of business.

Smarter Platform, Seamless Experience

At AIG, we are committed to continuously enhancing our e-trade platform to meet the evolving needs of our valued broker partners. With the introduction of Cross-Sell and Quick Quotes, our platform becomes not just smarter, but also more convenient and intuitive to use.

Dedicated Support

Our dedicated team of [e-Trade Business Development Managers](#) are here to support you every step of the way, from product onboarding and training to ongoing support and optimisation.

The screenshot displays a Professional Indemnity quote for client 34120943. The main quote shows a cover start date of 12/06/2024, a cover end date of 11/06/2025, and an annual premium of £168.00. Below the main quote, there are three cross-sell recommendations:

- PrivateEdge**: £116.10 (inc. IPT). The price above is based on risk information provided and suitable defaults.
- CyberEdge**: £269.09 (inc. IPT). The price above is based on risk information provided and suitable defaults.
- Excess Protect**: A recommendation based on the likelihood of buying an Excess Protect policy.

Buttons for 'Amend', 'View live version', 'Cancel policy', and 'View policy history' are visible.

Image depicts a Professional Indemnity new business quote on AIG eXtra with three cross-sell recommendations. Two cross-sell recommendations have default quick-quote prices presented. Excess Protect is a cross-sell recommendation without a quick-quote price provided.

Cross-Sell

At launch, cross-sell recommendations will be generated for three e-traded products:

- **PrivateEdge** – Management Liability Insurance
- **CyberEdge** – Cyber Insurance
- **Lifeline Plus Rapid Quote** – Group Personal Accident & Business Travel Insurance

More products will be added as the feature becomes embedded on AIG eXtra. Only products available for your account will be displayed.

The screenshot shows the 'PrivateEdge' customization window. It includes the following fields and options:

- Management Liability Limit**: £250,000 (dropdown menu)
- What covers are required? (optional)**:
 - ☒ Employment Practices Liability
 - ☐ Crime
 - ☐ Pension Trustee Liability
 - ☐ Security Response
- Employment Practices Liability Limit**: £100,000 (dropdown menu)
- Get quote** button
- £510.18 (inc. IPT)** (Total price)

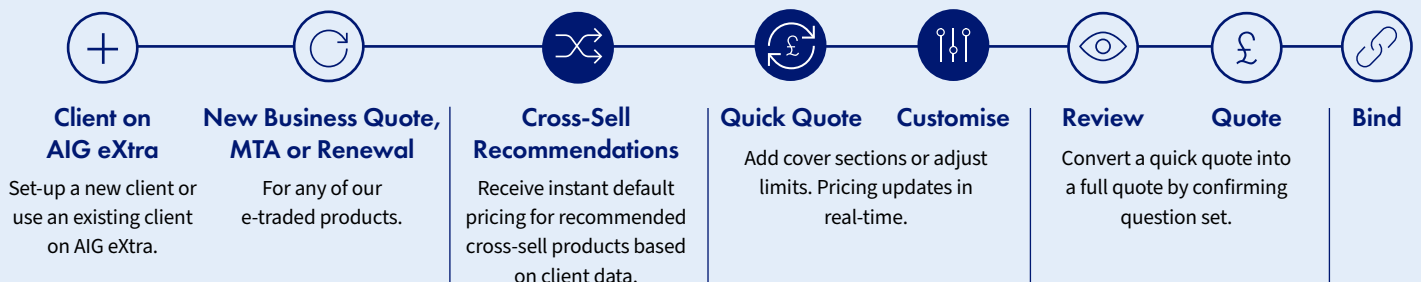
Quick Quotes

Quick Quotes provide upfront pricing that is based on the client risk information entered and suitable defaults. Customising a default quick quote is easy via a pop-up window. Pricing will update in real-time as cover limits and cover sections are amended.

Where there is insufficient data to generate a default quick-quote price, a cross-sell product recommendation will be displayed without an indicative price.

A quick quote can be converted into a full policy quote by advancing through the question set and ensuring the default system generated responses are accurate.

Quote and Bind Journey on AIG eXtra



For any inquiries, please do not hesitate to reach out to your local e-Trade Business Development Manager.



www.aig.co.uk/etrade

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