

# Dr. Troy Clark's

## SUCCESS – Simple as 1-2-3

### Customized Premium-Rate Calculator

**ARE YOU TIRED** of the maddening hassle of flipping through a stack of rate sheets to generate a Customer Quote? Then, to calculate an exact premium rate, a mind-bending “mathematical formula” is to be employed to figure it out. The slightest, accidental error, leaves a sincere agent open to inaccurate rate quotes, which result in, perhaps, a “counter offer” from the insurance carrier, because a customer application was submitted by an agent with **INCORRECT premium rates** on the customer’s plan....ARRRRGH !!!

**Don't Give Up Yet --- WELCOME TO THE NEW MILLENIUM OF SALES TECHNOLOGY !**

Top Producers “Work Smarter”! Why not have the same ability to generate **INSTANT QUOTES** on your computer screen that National Top Producers have?

Your **Customized Premium Rate Calculator** will feature an INSTANT 3-Option Quote for your client at your fingertips - **THIS IS KEY** - when an agent wants to **CLOSE A SALE, while speaking with a “buying customer!”**

Your **Customized Premium Rate Calculator, Features:** *\*Must be Opened in Microsoft Excel*

- **Instant 3-Option Quote** (Highlighted in **Red-Blue-Green**, EASY-To-Read!)
- **Customer “Fill-in” Fields:** Age, State, Plan, Riders, Smoker Non-Smoker, ADB, Free Benefits, ETC!
- **Minimum through Maximum Coverage** (All coverages aval to a customer in increments of thousand).
- **3 Tabs:** Navigate **INSTANTLY** back-n-forth to any of the 3 premium modals factors below...
  - A. Monthly EFT Rates.** (Monthly Premiums)
  - B. Annualized Premium Rates.** (Once-per-year Annual Premium)
  - C. Premium to Face Rates.** (Shows an exact Coverage amount for the specific amount of premium the Customer wants to pay.)
- **Separated Male and Female Quotes.** GREAT for Couples!
- **Beside Monthly Premium amount is also the “Cost Per Day” amount.** (A buying Customer enjoys knowing how little they are spending per day on their premiums – even if it is only \$1.12)
- Your Premium Rate Calculator is **CUSTOMIZED** with Agent Name, or Company Name, at the Top!
- **EASY-To-Follow Instructions** explain “How To Use” EVERY FEATURE in simple layman terms!

*\* Multiple Products from the SAME Insurance Carrier may be combined onto one Rate Calculator.*

*\*\* Multiple Insurance Carriers will require a separate Rate Calculator for each carrier at **DISCOUNT PRICE.***

**QUESTIONS ?**

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