

## Questions and Information

### **Q: Why should members use this product?**

**A:** The IIANM/IIG online Mexico tourist auto insurance program enables an agent to offer a wider variety of products to customers without additional investment. Most often agents are sending Mexico tourist auto insurance business to other agents who traditionally have specialized in this market. This is primarily due to the laborious process involved in becoming an authorized agent, meeting production quotas and issuing the policy via an application process with pre-printed forms. The IIANM/IIG system removes these obstacles. The system is paperless except for the policy itself which is printed out on the agent's computer printer. The policy is issued and all accounting and production monitoring is built into the online system, enabling the agency to simply look at its online production report at any time for number of policies sold, gross premium, taxes, fees and commissions earned. This streamlines agency operations and reduces operating costs. The IIANM/IIG system eliminates the need for an application and pre-printed forms entirely. Additionally, direct writers have now entered the Mexico tourist auto insurance market having realized its size and potential.

### **Q: What is the potential market? How many agents have the product now and market this product?**

**A:** The Mexico Tourism Department estimates that 26 million autos enter Mexico from the U.S. annually. Of these, 14 million proceed to the interior of Mexico. A customer's U.S. insurance is not recognized in Mexico.

### **Q: What is the member advantage in offering this product?**

**A:** Examples of member advantages would be better rates, lower costs, higher commissions, lower volume commitments, etc. This is one of the most important questions. IIANM/IIG is the only distributor of Mexico tourist auto insurance to offer online, immediate quotes from multiple underwriters plus and issuance of the actual policy.

### **Q: Who is IIG?**

**A:** International Insurance Group (IIG) was formed in January 2000 by Jim Labelle, CIC, president, to take advantage of the booming Mexico tourist auto insurance market. Prior to forming IIG, Labelle managed a Mexico insurance unit for Arthur J. Gallagher, the world's 4th largest insurance broker. IIG's partner company, Internet Software Designs, George Howington, president, designs, develops and hosts numerous insurance industry-related websites. IIG also operates a website ([segurosautousa.com](http://segurosautousa.com)) that markets U.S. insurance for Mexican nationals visiting the United States.

Floyd Woods, MGA, and marketing director, was general manager of Sanborn's Mexico Insurance for more than four years. In only three years IIG has become the largest MGA specializing in this market, due primarily to IIG's focus on agent relationships, quality products, higher commissions and a simple distribution system.

### **Q: Is the product endorsed by any other trade association or used by any large companies?**

**A:** Yes, currently the following are using IIG for issuing Mexico tourist auto insurance: Automobile Association of Arizona ([aaaaz.com](http://aaaaz.com)), American Family ([amfam.com](http://amfam.com)), Superior Access ([superioraccess.com](http://superioraccess.com)) and Market Scout ([marketscout.com](http://marketscout.com)). A number of MGAs with more than 1,000 agents/producers are also using IIG. The Independent Agents & Brokers of the West is also offering this product. Recently, Independent Insurance Agents magazine named the IIG web site "One of the Top 100 Insurance Websites for 2003." The Insurance Journal (May 19, 2003 Technology Issue) featured a review of IIG and its online capability. It reported how the company is using the latest cutting-edge technology in the distribution of insurance products and how receptive agents are to this technological change.

**Q: How much commission does the agent make?**

**A:** The agent will receive 25% of the premium.