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Real Time Day 2013 Packed with Content
For More-Efficient Workflows

April 9 Event Gives Carriers, Agents, Vendors
Chance to 'Spring Forward'

PEARL RIVER, N.Y. (April 4, 2013)—More than 20 webinars, panel discussions, and video interviews featuring independent agents, carriers, vendors and technology user groups are scheduled for the second Real Time Day on Tuesday, April 9, 2013. All the sessions explore opportunities for faster and more profitable agent-carrier connectivity using Real Time tools.

Developed by the Real Time/Download Campaign, the Real Time Day event showcases ways for independent agents, general agents, property/casualty insurance carriers, and service providers to work together more effectively to save time and be more efficient with insurance workflows.

Real Time Day is a virtual event supported by social networking using the hashtag #RTEddie. Real Time Day 2013 information is published online at bit.ly/RealTimeDay.

Each session will be delivered either via 1) a webinar (hosted by an insurance carrier, vendor, or user group) or 2) web broadcast originating from the video studio of ACORD in Pearl River, N.Y., streaming on April 9 at: http://bcove.me/t2hanvfc.

"Real Time Day offers great opportunities for agents and brokers to make their operations better and faster in cooperation with their carriers and service providers and with the support of peer agents through user groups," commented Real Time Campaign Co-Chair Stuart Durland, AAI, AINS, partner and vice president of operations at Seely & Durland Insurance, an agency in Warwick, N.Y. "Real Time Day is a way for the entire independent agent distribution channel to become more profitable and competitive, and perpetuate its growth – to 'spring forward.'"

Co-Chair Joyce Sigler, CISR, CPIW, CPIA, vice president of administration at Jones & Wenner Insurance Agency in Fairlawn, Ohio, said: "Real Time Day offers a week's worth of networking and user group meetings all in one day, right from the desktop or conference room. Real Time Day brings to the virtual world and social networking the time-honored insurance industry tradition of learning from others' experiences."

Activities include:
- Web broadcasts with agent interviews, question-and-answer sessions, and discussions and demonstrations by vendors, carriers and user groups.
- Webinars with overviews and instruction on how to use Real Time and Download tools in agency management systems.
- Presentations by insurance carriers and vendors.

Sessions are organized for agency real-time implementation as well as carrier, general agent and vendor real-time implementation. Each presentation has been scheduled twice during the day, to allow options for attendance and to cover different time zones.

Real Time/Download Campaign surveys show that agents who use Real Time and Download save, on average, an hour a day by eliminating multiple data entry, password management and other redundant work. The campaign publishes resources for agencies to get started and to advance with Real Time and Download capabilities, including the "Real Time Makes Real $$$$$" guide, which shows how agencies can sell more by refocusing service staff.

Carriers presenting webinars include: EMC, MetLife Auto & Home, Progressive, Selective, Travelers, and Westfield Insurance. Vendors presenting include: Applied Systems, Appulate, Brovado, IVANS, SEMCAT, Strategic Insurance Software, and Vertafore. Others presenting include ACORD, ASCnet, E&S Joint Working Group, Florida Association of Insurance Agents, NASPA, and NetVU. Additional agency, carrier and user group representatives will participate in panel discussions.

About the Real Time/Download Campaign

Launched in 2007, the Real Time/Download Campaign (www.GetRealTime.org) is dedicated to improving the competitiveness of the independent agency distribution channel. The campaign isn't advocating a specific technology, but a workflow approach that frees up more time for agencies to sell, process and service business. Most agents can leverage tools already contained in their agency management systems or comparative raters.

Campaign participants include agents, brokers, carriers, technology providers, user groups, and agent and industry associations. The campaign is led by industry groups and sponsored financially by: ACORD and the ACORD-User Groups Information Exchange (AUGIE); Allied Property & Casualty Insurance/Nationwide; Applied Systems; Applied Systems Client Network (ASCnet); Artizan Internet Services; CNA; EMC Insurance Companies; Erie Insurance; Grange Insurance; Harleysville; The Hartford; Independent Insurance Agents & Brokers of America (IIABA) and its Agents Council for Technology (ACT); IVANS; Liberty Mutual Agency Corporation; MetLife Auto & Home; Network of Vertafore Users (NetVU); PIA of New York,

New Jersey, Connecticut & New Hampshire; Progressive; Travelers; Vertafore; and Westfield Insurance.

www.GetRealTime.org
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