

# New Progressive Quoting Experience Helps Agents Meet Preferred Customer Needs

## FAO Portfolio quoting expedites selling with auto data-fill and multi-product capability

Progressive is rolling out For Agents Only (FAO) Portfolio quoting, a multi-million-dollar rebuild of Progressive's industry-leading quoting platform. This investment expands Progressive's long-term and deepening commitment to independent agents nationwide. Portfolio is now available for agents writing business in Missouri, Iowa, and Wisconsin. Progressive will continue to roll out the new quoting experience on a state-by-state basis through the end of 2019.

"We've asked hundreds of agents for feedback on Portfolio throughout its development and we're proud to deliver an agent-informed, agent-tested business solution that increases efficiency and reinforces our ease of use," said Heather Day, Progressive's Agency Distribution General Manager. "Our broad portfolio of products, high preferred commissions and annual bonuses, and new multi-product quoting technology are three powerful reasons for agents to trust their bundled business with Progressive."

Key features of Portfolio include:

- Integrated third-party data to help agents identify and quickly add additional vehicles, drivers, and products registered to the customer's address.
- Auto-filling of repeat information across product quotes to reduce work.
- Simplified quote and buy experience with home, condo, renters, auto and recreational lines products supported in a single workflow.
- Side-by-side comparison screens to help agents counsel their customers on the right coverage.
- In-quote training to highlight discount opportunities and features that can add customer and agent value.

"Portfolio makes it easier to cross-sell and offers the opportunity to talk to my customers about a variety of products to make sure we can cover all their needs," says Laura Burch from Jim Parks Insurance in Missouri. "Its multi-product capability provides meaningful improvement to my workflow by making it simpler for me to round accounts and counsel my customers more effectively."

"We're looking forward to continuing our commitment to agents with additional projects that will improve policy servicing workflows and deliver the personalization, choice, and business insights agents expect from a technology leader and preferred partner like Progressive," added Day.

Portfolio will roll out to other states over the next year. Agents can find out when it's coming their way through ForAgentsOnly.com (FAO). And Progressive plans to grow Portfolio's capabilities, including the integration of additional property products and commercial lines products into the platform in the future.

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### About Progressive

The Progressive Group of Insurance Companies makes it easy to understand, buy and use [auto insurance](#). Progressive offers choices so consumers can reach us whenever, wherever and however it's most convenient - online at [progressive.com](#), by phone at 1-800-PROGRESSIVE, on a mobile device or in-person with a local agent.

Progressive provides insurance for personal autos and commercial autos and trucks, motorcycles, boats,

recreational vehicles, and homes. Home insurance is underwritten by select carriers, including American Strategic Insurance Corp. and subsidiaries (ASI), our majority owned subsidiaries.

Progressive is the third largest auto insurer in the country; a leading seller of [motorcycle](#) and [commercial auto insurance](#); and through ASI, one of the top 20 [homeowners insurance carriers](#).

Founded in 1937, Progressive continues its long history of offering shopping tools and services that save customers time and money, like Name Your Price®, Snapshot® and HomeQuote Explorer®.

The Common Shares of The Progressive Corporation, the Mayfield Village, Ohio-based holding company, trade publicly at NYSE:PGR.

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