



# Quick Home Quoting



Coffee Break Training Series



# Cross-Sell Effortlessly

Look for the pre-filled Home quote option on the **Auto Summary screen!**


- View potential auto policy savings
- Option to view Home quote without entering additional information!

|                                     |               |                   |                        |   |                   |
|-------------------------------------|---------------|-------------------|------------------------|---|-------------------|
| <b>Accident Forgiveness</b>         | After 6 years | <a href="#">?</a> | <b>Advance Quoting</b> | Y | <a href="#">?</a> |
| <b>Diminishing Deductible</b>       | N             | <a href="#">?</a> | <b>Homeowners</b>      | Y | <a href="#">?</a> |
| <b>Accident Prevention Discount</b> | N             | <a href="#">?</a> |                        |   |                   |
| <b>Violation Free</b>               | Y             | <a href="#">?</a> |                        |   |                   |
| <b>Accident Free</b>                | Y             | <a href="#">?</a> |                        |   |                   |
| <b>Teen Safety Rewards™</b>         |               |                   |                        |   |                   |
| <b>Driver Training</b>              | N             | <a href="#">?</a> |                        |   |                   |
| <b>Good Student</b>                 | N             | <a href="#">?</a> |                        |   |                   |

Quote More

**Home Quote Pre-Fill**

**Package to save money on both Auto and Home!**

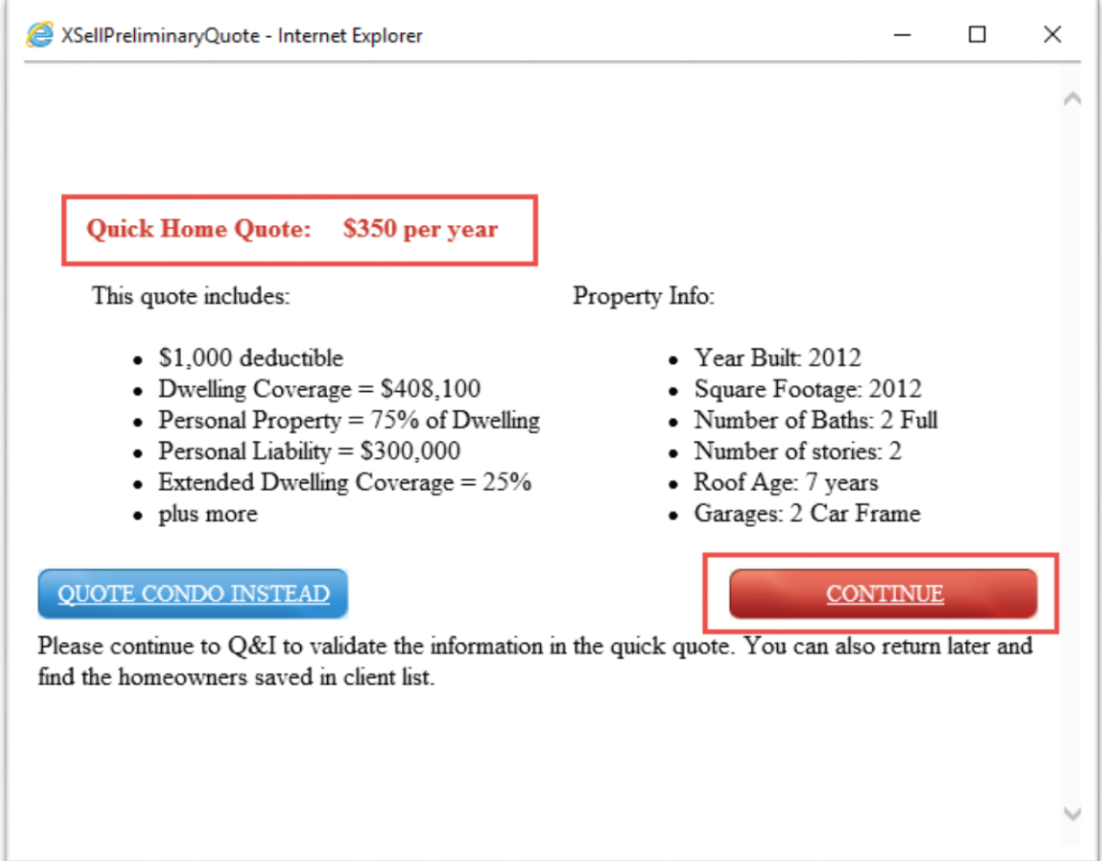
|                            |                 |   |
|----------------------------|-----------------|---|
| <b>New Auto Premium</b>    | <b>\$380.00</b> | <b>Click for your pre-filled Home quote</b>  |
| <b>Auto Policy Savings</b> | <b>\$41.60</b>  |   |

Click the arrow icon to quote



# View Quote Immediately!

- **View the Quick Home Quote** (uses pre-filled information from Auto quote and public information sources)
- Click **Continue** to launch Q&I to finish the quoting process



XSellPreliminaryQuote - Internet Explorer

**Quick Home Quote: \$350 per year**

This quote includes:

- \$1,000 deductible
- Dwelling Coverage = \$408,100
- Personal Property = 75% of Dwelling
- Personal Liability = \$300,000
- Extended Dwelling Coverage = 25%
- plus more

Property Info:

- Year Built: 2012
- Square Footage: 2012
- Number of Baths: 2 Full
- Number of stories: 2
- Roof Age: 7 years
- Garages: 2 Car Frame

[QUOTE CONDO INSTEAD](#) [CONTINUE](#)

Please continue to Q&I to validate the information in the quick quote. You can also return later and find the homeowners saved in client list.



5 things you need to know



# Will this banner show on every auto quote?

No. Here's how it works:

Is the quote for a preferred customer?

No

Yes

Is Safeco writing new property business in this state?

No

Yes

Was *Other* selected as the Residence Type?

No

Yes

Home Quote Pre-fill Banner WILL display.

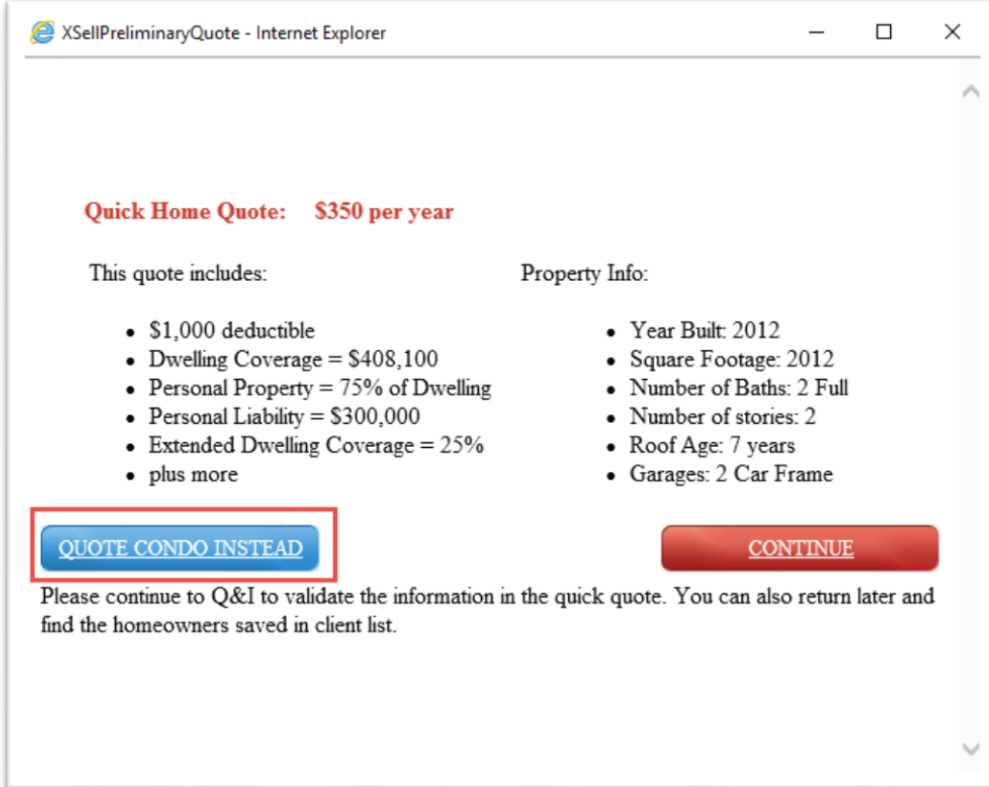
Home Quote Pre-fill Banner will NOT display.



# How can I quote Condo?

Click the **Quote Condo Instead** button when viewing the Quick Home Quote

The system generates a Home or Renters quote based on the **Residence Type** selected in the Auto quote.



XSellPreliminaryQuote - Internet Explorer

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- plus more

Property Info:

- Year Built: 2012
- Square Footage: 2012
- Number of Baths: 2 Full
- Number of stories: 2
- Roof Age: 7 years
- Garages: 2 Car Frame

**QUOTE CONDO INSTEAD** **CONTINUE**

Please continue to Q&I to validate the information in the quick quote. You can also return later and find the homeowners saved in client list.



# How is Cov A calculated?

**The Quick Home Quote uses the same Cost Guide information as Q&I.**

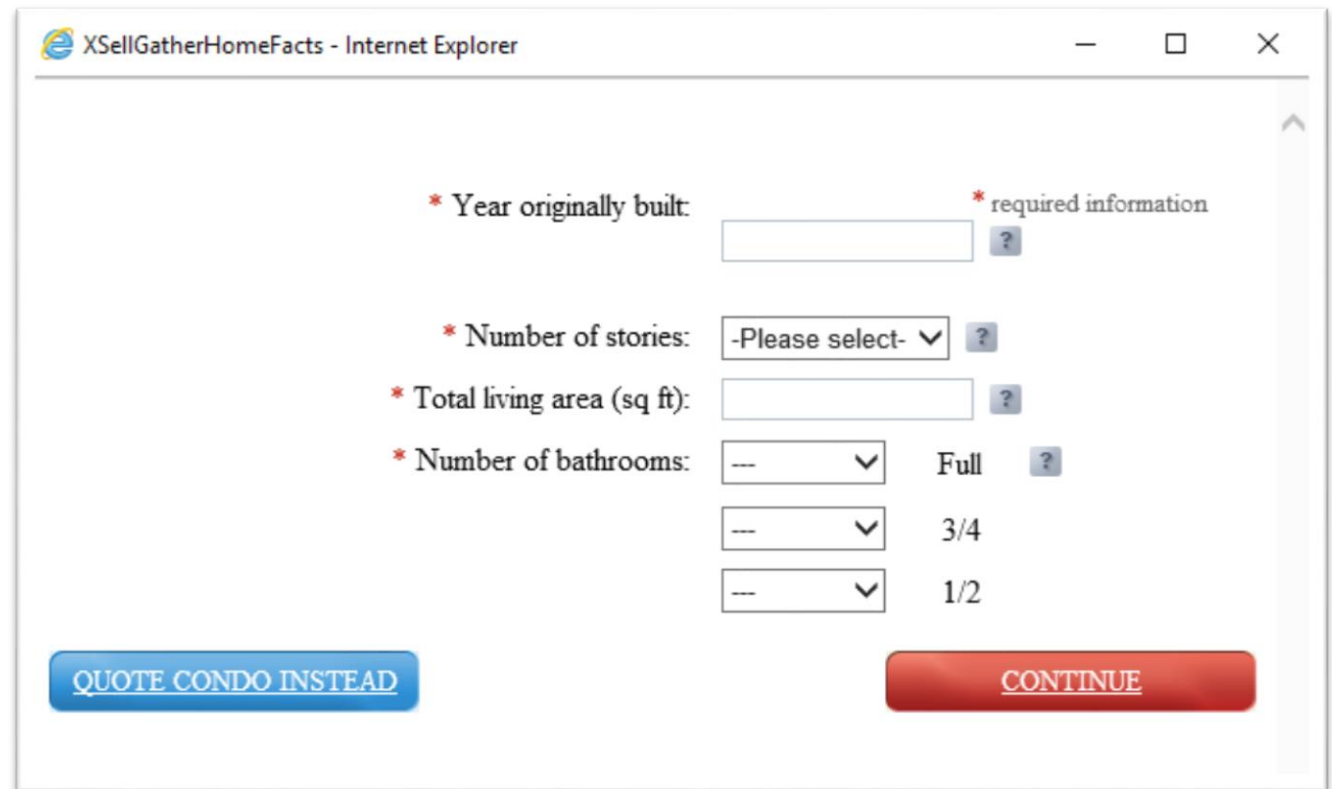
- Square Footage
- Year Built
- Number of Stories
- Number of Bathrooms



# Why am I being asked to input info?

If sufficient information cannot be found in public records, you may need to input the information on this screen that will appear before a quote can be calculated.

Don't worry – public records data is available for about 70% of homes in the U.S.



The screenshot shows a web browser window titled "XSellGatherHomeFacts - Internet Explorer". The page contains a form with the following fields and options:

- \* Year originally built:  ? \* required information
- \* Number of stories:  ?
- \* Total living area (sq ft):  ?
- \* Number of bathrooms:  Full ?  
 3/4  
 1/2

At the bottom of the form, there are two buttons: "QUOTE CONDO INSTEAD" (blue) and "CONTINUE" (red).





# What limits are used for the quote?

|   | Home                                | Condo             | Renters                     |
|---|-------------------------------------|-------------------|-----------------------------|
| <b>Deductible</b>                         | \$1,000 (may differ by state)       | \$1,000           | \$500 (may differ by state) |
| <b>Additional Property Coverage</b>       | --                                  | 10% of Coverage C | --                          |
| <b>Coverage A (Dwelling)</b>              | calculated minimum replacement cost | --                | --                          |
| <b>Coverage B (Other Structures)</b>      | 10%                                 | --                | --                          |
| <b>Coverage C (Personal Property)</b>     | 75%                                 | \$30,000          | \$25,000                    |
| <b>Coverage E (Personal Liability)</b>    | \$300,000                           | \$300,000         | \$300,000                   |
| <b>Coverage F (Medical Payments)</b>      | \$1,000                             | \$1,000           | \$1,000                     |
| <b>Extended Dwelling Coverage</b>         | 25%                                 | --                | --                          |
| <b>Personal Property</b>                  | Full Value                          | Full Value        | Full Value                  |
| <b>Building Ordinance or Law coverage</b> | 10%                                 | --                | --                          |





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