



While life as we know it has changed at least temporarily, Innovative Solutions is operating remotely and at full speed providing you the same outstanding service as always. Thanks to our disaster recovery plan we were fully operation within five hours. We never missed a moment.

### Re-Tool for the New Normal

As a result of the Covid-19 pandemic, life insurance is in high demand. A recent Forbes article, *Consumers Panic Shopping for Life Insurance In The Face Of Coronavirus*, demonstrates that awareness for life insurance is high.

- Click-to-buy insurance sales are rapidly rising. But you don't need to lose sales to online companies.
- Clients and prospects want your guidance and expertise now more than ever.

And with our **proprietary online tool, VIVE**, you can deliver a timely, digital solution without an in-person exam—and with better care and service than a click-to-buy website.

### Why Innovative Solutions? Why Now?

#### **Better tech. Better tools. Same great full service.**

The good news is you can still provide the personal, customized service your clients expect — remotely and safely. We make doing business easy for you so you can focus on your clients when they need you the most. Depend on our team of specialists to provide expert support and advocacy every step of the way.

#### Case Design

Objective advice you can share with your clients remotely.

- Needs analysis
- Benchmarking
- Integration with financial planning software

#### Case Management

Concierge-level service on all cases to optimize placement. Compare quotes, submit and track applications.

- Robust e-solutions
- 24/7 portal

#### Underwriting

Experienced in-house underwriter advocates with carriers to achieve the best outcomes—often with minimal requirements and without exams.

- Expanded no exam/ no lab underwriting

#### Policyowner Support

Save time and resources with us as your single point of contact for all carriers.

- Critical lapse notifications
- Ongoing automatic policy notifications

### Talk to Your Clients Today

Reach out to them and remember to ask about friends and family who may also need your insurance and financial planning advice. And don't hesitate to call us for guidance on how to leverage the depth and breadth of Innovative Solutions as you navigate these new and challenging times.

#### **Lynne Rosenberg Kidd**

[lrosenberg@innovativesolutions.net](mailto:lrosenberg@innovativesolutions.net)

310.851.8222 ext. 5106

[www.innovativesolutions.net](http://www.innovativesolutions.net)

**Full Service. Dedicated Experts. Proven Results.**

National BGA with offices in New York and California

200 North Pacific Coast Highway, Suite 900, El Segundo, CA 90245 | 800.551.8289 | [www.InnovativeSolutions.net](http://www.InnovativeSolutions.net)