

[<Back](#) [Print](#)

April 11, 2007

Topics

- **Tip of the Week**
- **High-Tech 2007**
- **Boot Camp May 24 & 25, 2007**
- **Referral Program**
- **Call Center Available - Have you thought about it?**

This email is being provided to you as a user of Image Management System for Insurance (IMS I!)

We would like to email this newsletter to everyone in your office. Please send a list of all email address's in your office to tech@xanatek.com.

Tip of the Week – Customize How Carrier Names and Lines Show in Downloads v2

As of March, we have gradually been converting our clients to IMS Downloads version 2. Not only does this provide a faster way to view downloaded data, but it also helps keep your data uniform. A new feature based on NAIC codes and policy lines will let you customize how you want downloaded data to appear in your system. If a personal auto downloads as AUTOP, and you want it Personal Auto, we can create a dictionary for you that will not only bring in all future downloads with this description, but also clean up all policies in your system to match this naming format. This plays a big part in accurate reporting and searching.

If you are a current IMS Download version 2 user, and this is something you would like more information on, calls us anytime. If you are not, and would like to become one, please email tech@xanatek.com and based on order of email received we will call you back and schedule a time to convert your data. If you are unsure which version you are on, the easiest way to tell is, if when you open the

download program you are greeted with a log in screen, then you are on version 2.

High-Tech 2007

If you are considering a technology conference in the near future, consider High-Tech 2007. Brent was on two of the panel discussions last year and found the conference to be really informative!

HIGH-TECC (HIGH because it is in Colorado and TECC for agency technology) is a two and a half day conference where insurance industry experts, agents, producers, carriers, and vendors can all interact in an intimate setting and come up with practical ways to improve agency efficiency and profits. Everyone who attends is asked to "leave their business cards behind" and work collaboratively with each other for improved agency performance.

By *design*, HIGH-TECC brings together a wide cross-section of people from the industry -- agents, agency owners and managers, company reps, vendors, technology specialists, industry consultants, and user group and association leaders. In fact, that's one reason why so many attendees keep coming back. Each session is structured to promote active interaction with everyone participating and exchanging ideas face-to-face.

More info: <https://www.taareport.com/HighTecc/>

Boot Camp! – Sign up NOW!!!!

Seats are starting to fill up! Register now!

The next Boot Camp is May 24 & 25, 2007. Mark your calendars and register for the camp at www.xanatek.com Please register as soon as possible, seating is limited and is going fast!

Referral Program

Make \$100.00 to \$500.00 by telling your friends and associates about us.

As many of you already know, Xanatek will pay you for each lead that purchases Image Management System for insurance and for Image Archiver.

Here are the rules:

- 1) The lead has to be new to Xanatek. If Xanatek has already spoken to the lead, it does not qualify.
- 2) You have to notify us of the lead. Please call, fax, or email us with the lead info. We must get name and phone number to contact them.
- 3) First come first serve – Sometimes we will have more than one person refer the same agent. We will pay the referral fee to the first agent who tells Xanatek about the lead.
- 4) Paid-in-full – The fee will be paid after their bill is paid.

Here are some additional tips:

Have the lead remind us where they heard about us. In other words, have them tell us that you sent them.

Feel free to ask us how it's going! If you refer someone, we would be glad to keep you informed about the sales process.

Xanatek may change this program at anytime. We also reserve the right to distribute the amount between multiple lead generators when necessary. Amount of referral fee will be set at time of sale and is based upon purchase price paid by the lead.

Call Center is now available for your agency.

Until now, only large corporations with large budgets have been able to track and analyze all their incoming calls automatically! Xanatek is pleased to offer the Call Center! The Call Center is a powerful call tracking and reporting system that utilizes your incoming phone lines, caller ID and links with Image Management System for Insurance (IMS I). If you have looked for this technology in the past and found it to be expensive, then look now, it's affordable! Just like IMS I, it will make your office more productive and efficient!

The Call Center has been designed to help you document and analyze your incoming and outgoing phone calls. All business owners know the importance of documenting conversations and logging all calls from customers. The Call Center will automate the process and much more!

Here are a few features that the Call Center offers:

- Logs all incoming calls
- Forces users to document conversations
- Tracks the number of calls each person handles
- Tracks all dropped calls
- Tracks all unanswered calls

- Tracks all transferred calls to voicemail
- Reports on average call length
- Reports on customers that call you the most
- Reports on daily call load (total number of calls)
- And much more!

The Call Center utilizes your current phone lines and caller id. All the equipment and warranty you need will be provided by Xanatek. No changes to your current phone system are needed.

Call the office for pricing or if you have any questions!

[Forward email](#)

✉ [SafeUnsubscribe](#)®

This email was sent to brent@xanatek.com, by scott@xanatek.com
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe](#)™ |
[Privacy Policy](#).

Email Marketing by



Xanatek, Inc | P.O. Box 160 | Granger | IN | 46530