

# Maximize your revenue from carrier partnerships

## Business challenge

Insurance agencies face significant challenges in optimizing revenue from carrier contingent commissions, which often make up a substantial portion of their profits. On average, 45% of agency profits come from these incentive revenues, and for some smaller agencies, contingent income can represent more than 90% of working capital. However, effectively tracking and maximizing this income presents significant challenges. Each carrier has unique contracts with varying terms, thresholds, and incentives, making it difficult to track and maximize this income.



### Complexity of carrier contracts

Insurance agencies work with hundreds of carriers, each with unique contingency commission contracts, making it difficult to track and optimize revenue.



### Time-consuming monitoring

Tracking incentives requires detailed analysis of each contract's terms, thresholds, and production reports, which is a time-consuming process.



### Innaccurate forecasting

Without proper tracking systems, agencies struggle to accurately determine monthly or year-to-date supplemental income and forecast potential earnings before contract terms expire.

## Our solution

ReSource Pro's Carrier Insights transforms how agencies approach contingent commissions through a comprehensive process that brings clarity to this complex revenue stream.

Carrier Insights provides a single source of truth for all carrier relationships. Unlike manual tracking processes that can miss opportunities, the platform offers proactive revenue management with predictive capabilities that alert agencies to potential issues before they impact profitability.

The platform helps agencies implement proven strategies to maximize supplemental income: improving risk management practices to minimize loss ratios, matching carriers to specialized lines of business, and consolidating carrier relationships to achieve premium volume goals—all supported by data-driven decision making.

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# Carrier Insights

## The impact

Carrier Insights empowers your agency with the intelligence you need to make better business decisions. With up-to-date information and predictive forecasting capabilities, you can accurately project revenue and take proactive steps to protect and grow it.

2.4M

additional revenue  
for clients from error  
identification

180+

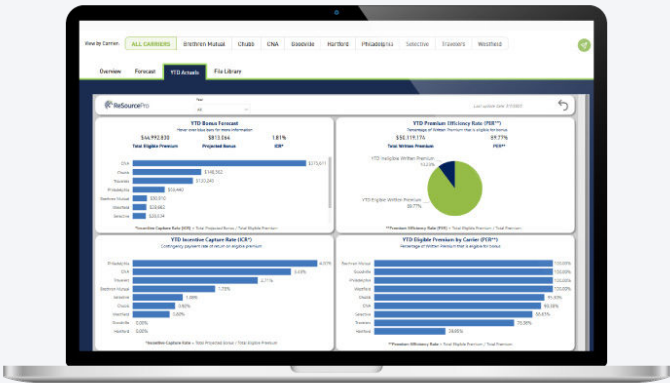
carriers trust us for  
tracking contingency  
contracts

95%

accuracy predicting  
end-of-year bonus  
results

## The result is a powerful dashboard-based system that enables agencies to:

- Monitor performance relative to contract incentives in real time
- Model different scenarios including potential acquisitions
- Receive automatic notifications highlighting optimal sales focus areas
- Track and improve key performance indicators such as incentive capture rate and premium efficiency rate



## ABOUT RESOURCE PRO

Focused exclusively on the insurance industry, ReSource Pro is the trusted partner insurance organizations rely on to optimize performance, streamline operations, and drive growth. Serving 1,800+ carriers, brokers, wholesalers, and MGAs, our global team of 10,000+ employees operates at the critical intersection of people, technology, data, and operations to help clients deliver sustainable results. With a 96%+ client retention rate for over a decade, ReSource Pro is a recognized market leader in insurance process and workflow optimization, data and technology services, and strategic evolution. In 2024, ReSource Pro earned a spot on the Inc. 5000 list of fastest-growing companies, making it the only insurance industry company to achieve this distinction 15 times.

## For more information

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