

Point Pursuit: Small Business

Your points. Your pursuit. Your prizes.

Think you can handle the chase?
Every new BOP Edge small business account you quote through Agent Access is a chance to rack up points.

Bind it, and boom — more points.
It's simple math: More quotes + more bound accounts = more glory.
So, what are you waiting for? Go show those points who's boss.

How to rack up points*

When EMC's new small business solution launches in your state, here's how you score:

First 20 BOP Edge accounts

- 200 points for every account you quote in Agent Access
- 300 points for every account bound
 - That's 500 points total for each new account you quote and bind

After 20 accounts

- 100 points for every additional account you quote in Agent Access
- 300 points for every additional account bound
 - That's still 400 points per account — plenty to keep you sprinting ahead



Pro tip: Make sure your agency is opted in to EMC sales contests and rewards programs (check with your agency principal or territory manager if you're not sure)

*Earning periods and points awarded for quoted and/or bound accounts vary by state. Some states may also offer a modified contest. Visit EMC's Encore Rewards website or contact your EMC sales team for details.



Choose your loot

We won't pretend to know what makes your heart beat faster — a new smartwatch, a pile of gift cards, maybe even a blender (hey, we don't judge). Good news: With EMC's Encore Rewards, you call the shots. Rack up your points, raid the catalog, and pick whatever prize puts the biggest grin on your face.

About EMC's Encore Rewards

EMC's Encore Rewards is our shiny new platform where your hard work earns points, and your points earn prizes. Point Pursuit: Small Business is the very first contest to run on it. But be sure to keep an eye on the Encore Rewards website — that's where we'll share additional opportunities to earn points.



Here's how to make sure your points count:

1. Your agency principal must opt in to sales contests and rewards programs.
2. Then, if you have access to quote online, you can join EMC's Encore Rewards.

Here's how:

- Login to Agent Access
- Click **Resources** in the top right
- Access **Encore Rewards** under the Marketing section*

The fine print (because every contest has it)

- EMC reserves the right to change the terms and conditions of Point Pursuit: Small Business at its discretion; terms and conditions can be accessed on the EMC's Encore Rewards website
- All decisions pertaining to the Point Pursuit: Small Business program are to be made exclusively by EMC and are final
- Point Pursuit: Small Business is limited to EMC-appointed agents who have their employer's permission to participate — limited contract agencies are ineligible
- It is acknowledged that the ultimate decision regarding the purchase of insurance will be made by the policyholder
- Only new BOP Edge accounts quoted in Agent Access are eligible; canceled and rewritten or renewal policies are ineligible
- Reward points for qualifying accounts written through Agent Access will be available in EMC's Encore Rewards dashboard

Think you've got what it takes?

Those points won't earn themselves. Quote, bind, and rack 'em up while helping your customers get the coverage they need. Your loot is waiting.

Need Agent Access?

itsupport@emcins.com
877-249-0581

*This link will display only if you have access to "Commercial Lines Quote." To get set up, talk to your agency's user administrator.