



THE PRITCHETT AGENCY

WORKING WITH THE

PRITCHETT AGENCY

*How you can level up your business by
harnessing the power of Symmetry,
powered by Quility.*

16B Regent Park Blvd
Asheville, NC 28806

Road 854 Km 3.5
Toa Baja, PR 00951

What Makes Quility B2B Unique

Proprietary Portfolio

While Quility is continuing to develop its proprietary portfolio, with even more coming in 2023, Quility currently offers clients Quility Level Term and Debt Free Life.

Quility Level Term is an instant decision, fully convertible policy with 10,15, 20, and 30 year options and no medical exam required. Coverage amounts are up to \$1 million, and top-level agent commissions are paid daily.

Debt Free Life is proprietary software that guides clients to pay off debt using the cash value of a specialized whole life policy. It provides a proven path to financial freedom combining our tools and method of financial education.

Best-in-Class Agency Support

Top Contracts

With industry-leading contract levels, extensive product portfolios and partnerships with trusted carriers, Quility offers the most competitive contracts for producers and agencies.

Leads

Empowering your agency with connections to preferred and vetted lead sources so your agents can start selling sooner.

Contracting

Simple, fast and paperless. Onboard agents to get started with carriers quicker to expedite agency growth and new agent potential.

Support Resources

Be in business for yourself, but never by yourself with full agency support from the moment you activate. Reach out to your personal account manager at any time.

Continuous Leadership Training

Expert leadership coaching, agent engagement and education courses designed to keep you on the cutting edge.

Quility's Suite of Solutions

Leverage proprietary products such as Quility Level Term and Debt Free Life® to skyrocket revenue growth in addition to our extensive product and carrier portfolio.

Quility B2B at a Glance

The Quility B2B mission is to modernize how insurance is bought and sold, while powering your agency's growth with an industry-leading digital sales experience.

Your Business, Our Tools

- Proprietary Tech + Product Solutions
- Carriers + Products
- Back Office Support

Quility Tech

1

Quility HQ

Your one stop, single sign-in platform to access everything you need to run your agency.

- Dynamic view of KPIs and directional metrics
- E-Apps + quoting tools
- Carrier resources
- Agent training
- Agency directory

2

Contracting Portal

Simplify your agency management with digital contracting, integrated with Quility HQ.

- Full visibility of contracting process
- Integrates with Quility HQ
- Contracted agents
- Contracted carriers

3

Direct-to-Consumer Plugin

Our direct-to consumer plugin is your digital solution to providing life insurance directly to your clients.

- Full visibility of contracting process
- Integrates with Quility HQ
- Contracted agents
- Contracted carriers

4

Ninja Dialer

- More dials. Less time.
- Automate workflows
- Stay organized with contact management, appointments, pipeline stages and more
- Business reporting
- Cloud-based with no delay
- Easy to use with little-to-no technical knowledge

2

Leads Management System

Manage your book of business simply and efficiently.

- Centralized system for all your lead data
- Enhanced performance tracking
- Online leads inventory and orders
- Submit applications and track progress

3

Virtual Mentor

Designed to help agents find the best-fit products for their clients quickly and easily and in real-time.

- Generate real-time quotes
- On-the-go access to carrier quoting tools, applications, agent guides and more

Pathways

While most of our agents are independent agents through Symmetry, the agent force on the B2B wholesale side is growing rapidly. By harnessing the power of Symmetry, powered by Quility, agents can now have access to the full suite of Quility's proprietary products and technology, all without leaving their current organizations. Regardless of how agents access the Quility system, any agent can join on a W2 or 1099 basis.

Independent Agents

Agents seeking an opportunity to own their career and grow an agency like never before can join the Pritchett Agency family by starting their own independent agency. Symmetry agents have full access to leads, technology, company culture, and accelerated pathways to create meaningful growth in their agencies. In addition to the perks of Symmetry, agents also have access to exclusive training and mentorship offered by the Pritchett Agency.



B2B Wholesale

Agency Owners looking to open up new opportunities for their teams through Quility's products and technologies while keeping their current agency's structure now have the chance! If you have your own independent agency with 5 or more agents, Quility can offer you additional products, resources, and technologies and work with you to incorporate them into your existing structure. You can build your own business tool kit in an a la cart manner from the various resources that Quility has available without having to spend money on development. Your costs are kept low by the scale Quility has already built. We will analyze where your business currently is, determine your needs and help you design a business acceleration kit for your agency.

	Proprietary Products	Leads Access	Custom Website	Leads	Carrier Options
Independent Agents	✓	✓	✓	\$	10 - 20
B2B Wholesale	✓	✓	✓	\$	Unlimited

Support + Development

Our Stats

Snapshot

\$ 38B

In 2021, the life insurance industry reached \$404 billion in life insurance production. Symmetry had \$707 million in total production with \$38 billion face amount.

Production

\$ 229M

For the year 2022, Symmetry agents produced \$229 million in APV, helping even more clients protect their families.

Investment

\$ 33M

In 2022, Symmetry invested over \$33 million into lead generation techniques to equip our agents with the most effective and affordable leads in the industry.

Leads

15,000

Symmetry currently generates 15,000 leads per week on average. With 16 lead types and 1.2 million bonus leads, we have options for every budget.

As every agent knows, building a successful agency is no easy feat, which is why Symmetry provides all agents a roadmap to success:

Marketing and Recruiting Support

Proprietary Sales System

Ongoing Support

- One-on-one mentorship
- Weekly training calls and webinars
- Local, regional, and national training events

Proprietary CRM + Lead Management

Quility Tech | Insurtech Tools

- Manage your business remotely with key data
- Recruit effectively with customized tools
- Leverage Quility's proprietary enterprise-class, multi-modal, digital-first prospect engagement software, Switchboard

Switchboard

Switchboard is a free service exclusively for Symmetry Agents. Features include: Automated lead syncing and nurturing, multi-channel communication, templates, online calendar, funnels, and so much more.

Quility U + Summit

Quility U provides an improved learning management system, designed specifically for the sales industry. With interactive script training and other features, this provides Symmetry agents with ongoing support and growth. Summit exists to accelerate an agent's business results, by providing everything you need to learn, when you need to learn it.

Quility Tech

Quility Tech serves a vital role in the way our agents conduct business. It allows agents to manage their business remotely from pre to post sale with centralized data and incites. Custom tools, websites, funnels, and marketing are available for recruiting effectively. Agents are able to automate business and generate real-time quotes for clients, and they can provide their clients with direct-to-consumer products.