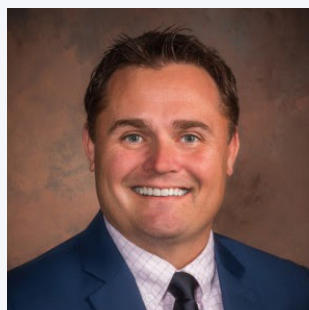


How EverQuote’s Lead Connection Service (LCS) Helps One New Agent Drive \$40K a Month in Premium

Launching a New Insurance Career During a Pandemic

Like many new agents, resources were tight when Dustin Wadlow left a successful career in financial services to open his first captive P&C agency in April, 2020—during the midst of a global pandemic. Dustin smartly focused his initial marketing spend on internet leads. However, with only himself and a part-time “District Producer” on his carrier’s payroll, he quickly became overwhelmed: “I could handle the inflow of leads, but not the follow-up.” Lacking the time to circle back on leads properly, Dustin could see he was leaving money on the table. **That’s where EverQuote’s Lead Connection Service (LCS) came in.**



“ In less than 4 months with LCS I’ve brought in over \$80K in premium. A typical first year agent [with my carrier] is looking to do about \$100K - \$120K a year. I’d say I’m pretty happy. ”

Dustin Wadlow

Lead Connection Service Drives Real Results

With LCS, EverQuote’s best-in-class telemarketing team works Dustin’s leads for him—transferring live prospects when they are ready for a quote. Since starting with LCS, Dustin’s results have been nothing short of jaw-dropping.

Now that EverQuote is handling the initial lead outreach, Dustin can contact more leads and focus his team’s time on closing business to continue growing his agency. This has allowed him to quickly grow to a team of 6 producers, working 30-40 leads a day, and he is about to open a second location. “I think it does prove that, for someone just starting out, they can really grow and scale their business with LCS. I just never thought it would happen this quick.” He is now averaging around **\$40,000 in monthly premium** (4x a typical new agent with his carrier) and is in the top 3% out of 4,000 agents in his state. Due to Dustin’s strong results with LCS, his entire process—with EverQuote and LCS as the cornerstone—is now being taught to every new agent in his district.

Before and After LCS

■ Monthly Premium

