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## SPECIAL FEATURES

### Cyber Incentive and BIM Updates

#### Coalition Cyber End of Year Bonus Incentive!

Bind 25-150 Coalition cyber policies through Big "I" Markets by 1/01/2019 to receive the following bonus in addition to your standard commission, paid in a lump sum by 1/31/2019:

- 25 Policies - 6% Bonus
- 50 Policies - 7% Bonus
- 100 Policies - 8% Bonus
- 150 Policies - 10% Bonus



And we have the resources you need to sell this product! A [customizable solicitation flyer](#), [sample client solicitation letter](#), [questionnaire](#), and [declination of coverage form](#) have been created to make selling cyber to your small- to mid-sized business clients easy and efficient.

To help reach your goal, we can assist with efficient quoting. Please reach out to Carla McGee, your dedicated Cyber Liability Program Manager, at (800) 221-7917 x 5495 or [carla.mcgee@iiaba.net](mailto:carla.mcgee@iiaba.net) to learn how. Carla can also connect with you for to personal a walk-through of Coalition's proprietary online platform. Once you see it, you'll understand what all the excitement is about.

#### Review BIM Updates



Based on user feedback and ongoing efforts to improve the Big "I" Markets online experience, important enhancements will be made to the [Big "I" Markets](#) website in the coming days.

**You can now view your Agency's Hit Ratio immediately upon logging into BIM.** Your hit ratio is calculated based on submissions and binders since your agency started using the platform. The figure is based on agency metrics rather than individual producers.

Other changes, such as the removal of the duplicate product menu on the left side of the screen, help improve navigation. Additionally, buttons within the quote and binder request process, as well as new messages, are now dynamic. Finally, step two brings the "Add New Consumer" button to the top of the page to improve visibility.

Contact us with any questions or other ideas to help make [Big 'I' Markets](#) the preferred market access platform.

*The product and eligibility may have been revised or discontinued since the original article was written. Review the Information page for each product on Big "I" Markets for current content and instructions.*