

ZipQuote Agent Spotlight: Chris Sexton

Find out the outreach strategy this ZipQuote Elite Agent leverages to average 2.5 items per policy!



With prior sales and support experience, and a little encouragement from a friend, Chris J. Sexton began State Farm's Agent In Training program. Not long after, he realized he had found his niche, and Chris officially became a State Farm agent in September 2019.

Chris shared that he attributes much of his success to the high-quality leads he receives from ZipQuote. "ZipQuote has helped me achieve my agency goals by providing a consistent stream of new [prospective insurance buyers] to quote."

While a steady flow of high-intent leads is certainly important, having a well-planned, multi-channel follow-up process helps agents achieve the greatest return on their marketing investments. When a new lead comes in, Chris wastes no time on outreach. Within the first minute, his agency calls, texts and sends an email. This multi-channel outreach continues on a scheduled cadence for 90 days.

"This is not a short-term game, its long-term game. It might not pay dividends right away, but you will see you have grown by staying consistent," said Chris.

ZipQuote goes beyond supplying Chris's agency with a steady flow of high-intent leads. ZipQuote strives to provide an efficient and intuitive user experience paired with first-class customer service. Chris shared that two of his favorite ZipQuote qualities are how easy it is to change or update his orders and the unparalleled customer support. "Customer service is always there and ready to help when and if needed," Chris stated.

Benefits Of Being An Elite Agent:



Dedicated, senior client
Success representative



Access to exclusive
pricing/promotions



Monthly account reviews
that include sourcing optimization



Hands-on training for
anyone in your office



Invitations to exclusive
ZipQuote Elite events

Are you looking for consistent, high-quality leads or inbound calls to help your agency write more auto insurance or home insurance policies? **Call ZipQuote today at 855-947-7868 for a consultation.**

The ZipQuote Difference

Internally-Generated Leads



Limited Lead Distribution

Every internally-generated lead is resold a maximum of 3 times, ensuring that agents working ZipQuote leads have the best opportunity to write more policies.



Exceptional Quality

No incentivized or bad leads here. We screen our internally-generated leads in alignment with rigorous quality-control standards to eliminate lead duplication.

Streamlined Platform



Personalized Control

We recognize that your business works leads faster and more efficiently when you can optimize your own delivery schedule to fit your needs.



Efficiency

As a lead generator in districts across the nation, we'll ensure you have access to a high-quality stream of prospects as soon as you need them.

Reliable Customer Service



Dedicated Account Strategist

Our Expert Advice Team will fully support your business objectives by optimizing and customizing ZipQuote products and services to fit the needs of your business.



Immediate Live Support

Nationwide office hours. Our Agent Support and Expert Advice teams are available from 9:30am EST to 4pm PST, Monday to Friday.



Pause

Press pause on orders whenever you want.



Returns

Return leads with a click of a button.



No Contracts

Experience the freedom of not signing on the line.