Virtual Sales Made Simple.

The Coronavirus (COVID-19) outbreak has created new challenges, demands, and uncertainty throughout the world. During such an unprecedented time, Sentinel Security Life Insurance Company ("SSL") is here to help protect you, our valued partners, in any way that we can. Our teams have been working diligently to enhance the virtual sales experience. Please see below for the virtual tools we are now offering, and email sales@sslco.com if you need additional support.

Meet Virtually

Virtual meetings can be held with clients and prospective clients via tools like Skype, FaceTime, Zoom, and Google Duo. Please keep in mind, you (the agent) need to protect PHI and HIPAA information and your client's confidentiality. You should not be having virtual meetings out in the open with other people or family members present.

Apply Electronically (E-App)

Whether working with clients remotely or face-to-face, the E-App is the most efficient way to submit applications. With the E-App, you can avoid missing application requirements, experience the fastest time to issue, receive a policy number within minutes, and expedite transfer paperwork.

You can access the E-App **HERE** (on the Agent Portal).

Sign Remotely

E-App email signature is available for all SSL products. Telephone Signature is available for Medicare Supplement and Life Products. The Telephone Signature capability for Final Expense products (through Apptical) is available when the PHI is being completed. Please reference our E-App Guides to learn the steps for these processes. **ANNUITY** **MEDICARE SUPPLEMENT** **FINAL EXPENSE**

Attend E-App Trainings

The E-App platform is a great option for limiting your in-person client meetings. Interested in using the E-App, but want to learn more? Register for an annuity E-App Training **HERE.** Access recorded E-App training **HERE**

Leverage the Agent Portal

The Agent Portal is an online resource hub allowing agents to conduct client policy searches, view received paper applications and electronic applications, and track the policy status of pending applications. Get the policy answers you are looking for, all in one place.

One of the newest features on the Agent Portal is the 'Received Paper Applications' section of the 'Client Policies List' tab. This section allows you to see received paper applications in the system before they are assigned a policy number. You can now track the progress on received applications sooner than you had been able to in the past.

Download Contracts

Contracts for all SSL product lines can now be downloaded on the Agent Portal! For annuities specifically, all contracts approved as of 3/23/2020 and beyond will now be available for download. To download a finalized contract, click on 'Client Policies List' and then type the Policy Number in the Policy Number field. Once the search results populate, scroll down to the Agency Policies List Search result and click on the policy number. Click on the 'Documents' tab to see the downloadable contract.pdf or policy.pdf file of the contract under the Annuity Contract section.

Please note, we suggest your client uses their personal login to download a copy of the contract directly from the Client Portal themselves. You (the agent) should not email a copy of the contract to your client as that action may put your client's information at risk.