



## ABOUT AGENCYONE

AgencyOne is an Insurance Marketing Company based in Rockville, Maryland. AgencyOne specializes in high-net worth underwriting advocacy, advanced planning and product proficiency.

AgencyONE's partners, Ed Leisher, CLU, Dennis Bartos, PA, and Gonzalo Garcia, CLU, have almost 100 years of collective life insurance experience, with meaningful relationships at the most senior levels of the insurance and reinsurance communities.

AgencyONE has access to over 30 leading insurance companies and has an in-depth understanding of the product design and pricing of these carriers.

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## CHALLENGES WITH DOCUMENTATION MANAGEMENT

On a daily basis, AgencyOne receives more than 100 PDF files in the form of Commission and Sales Statements from their clients. Before using Able2Extract, there was no easy way to extract data

from PDF into an editable Excel file. The only option was to copy and paste one thing at a time or manually retype each and every item into an Excel Spreadsheet Template.

The process of data management was monotonous, but above all time-consuming and inefficient.

As Alexandra Smolen, Commission Specialist for AgencyOne says, “It was frustrating that I could find no way to speed up the process of data extraction or take real advantage of the import capabilities. I could copy and paste one thing at a time, but that sometimes took even longer than just typing the info in the Excel Spreadsheet. It used to take me all week to get my work done auditing commission statements.”

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## ABLE2EXTRACT CONVERTS INEFFICIENCY INTO PROACTIVE WORKING

While attending a Business Conference two years ago, Alexandra heard a colleague mentioning Able2Extract Professional - a software tool with OCR capabilities that can convert PDF information from a printed scanned document. “That was an amazing feature I never thought could exist” says Alexandra. She goes on to, “What is even more important, the program is perfectly affordable. As soon as I got back to work, I immediately bought Able2extract Professional.”

After she tested its powerful capabilities, the solution was suddenly becoming clear, that “extraction is the key for doing work faster!” With it’s simple interface and great accuracy, Able2Extract Professional was proven to satisfy any PDF conversion need.

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I have not tried any alternative, but I can say that I will never have to. Able2Extract is so very simple and easy to use. It is customizable to my extracting needs, and what took me sometimes over a week to complete, I can now do in 2-3 days.



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## IMPROVED PRODUCTIVITY, SUPERIOR RESULTS

With business volume increasing every year, AgencyOne needed a productivity solution that would

generate accurate results in a short amount of time.

Alexandra Smolen recognised the value of Able2extract Professional, and since implementing it into her business operations workflow, efficiency of her daily routine has increased over three times. Time that was wasted on tedious retyping and manually editing data is now used for more proactive strategic activities that lead to superior results.

Alexandra and her team in the commission department have learned the importance of streamlining data management, leading her towards new professional successes. As she says: “It saved me so much time that I can now take on even more responsibilities in my office. I have reigned in the commission department and got it running seamlessly and efficiently.”

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Able2Extract has made me look so good to my bosses, I even got a raise for my improvement of the department. I am pretty sure I can thank you guys for that.



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