



CENTRALIFE

Innovation And Power



Powered by Orbix



Legacy Insurance Companies Limit Agent Success



High Turnover

90%+ new agents leave within their first year due to lack of support & training.



Outdated Methods

Old-school sales tactics and MLM schemes prioritizing recruitment over actual sales and results.



Limited Tools

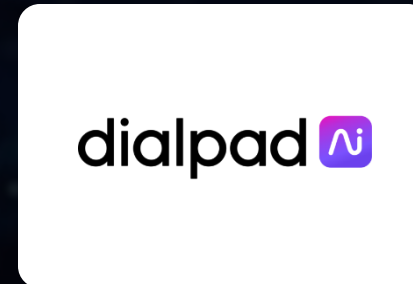
Outdated CRM systems and inefficient communication methods, hindering efficiency and client service capabilities.

We Break Away From Obsolete Methods, Embracing Cutting-Edge Technology



Orbi

In-house AI-based insurance agent bot serving as a sales mentor, coach, encyclopedia and underwriter



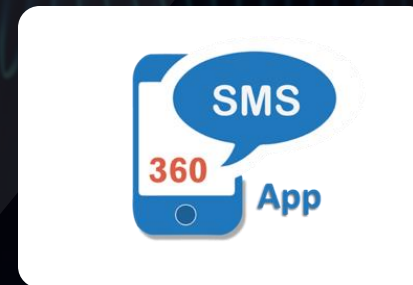
Dialpad

Cloud communication platform allowing agents to efficiently connect with clients anytime, anywhere.



SalesForce

Enhances client management with advanced analytics and streamlined communication, boosting agent productivity and client satisfaction.



360SMS

Facilitates targeted SMS campaigns increasing engagement rates and speeding up the sales process.

Orbi at a Glance – Our Intelligent AI Bot

Revolutionizing Insurance with Hyper- Intelligent AI

A Journey Into The Orbix
Skyrocket efficiency, improve customer
retention, and empower your team!

Join Now



Chatbot API

Improved Efficiency

**Streamline
Workflow**

**Modernize
Insurance Processes**

Products

Includes wide range of products like IUL, term life insurance, final expense coverage etc.

Carrier Choice

Selecting suitable carrier based on underwriting criteria

Underwriting

Assessing various factors and universal demographics

Sales

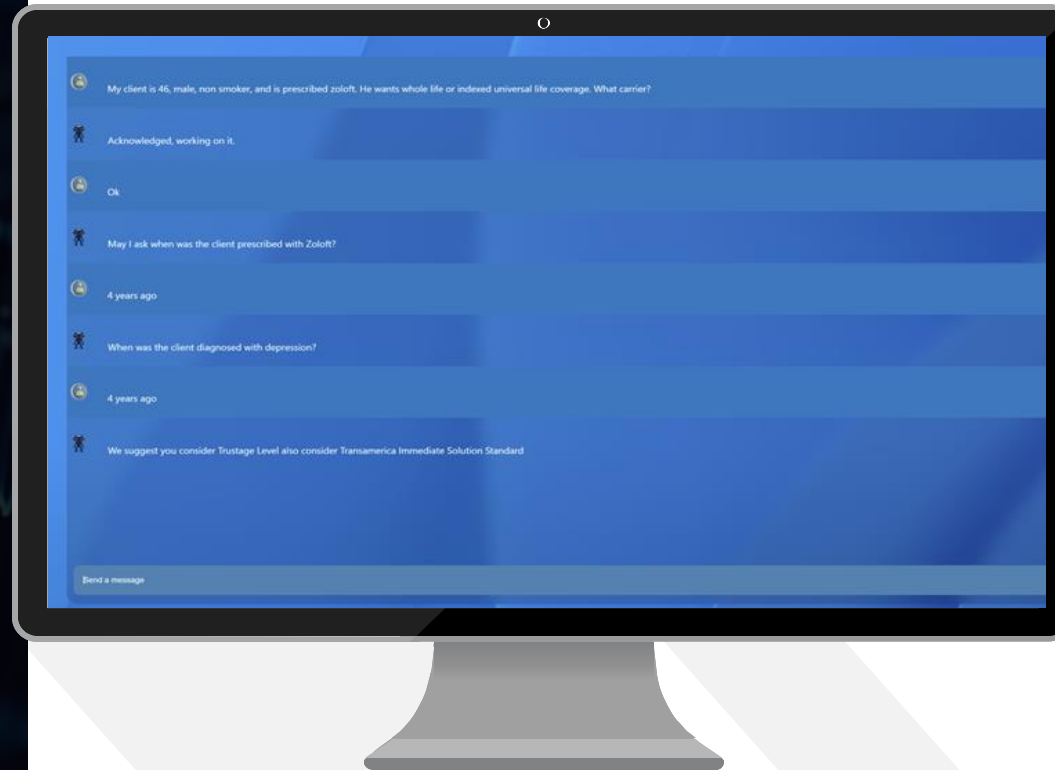
Coaching and mentoring on various sales strategies and objection handling

Law

Adherence to laws in-person interactions and ensuring compliance with TCPA and HIPAA

Miscellaneous Support

Guidance and support on varying topics and matters



Using Dialpad to Solve Major Agent Challenges

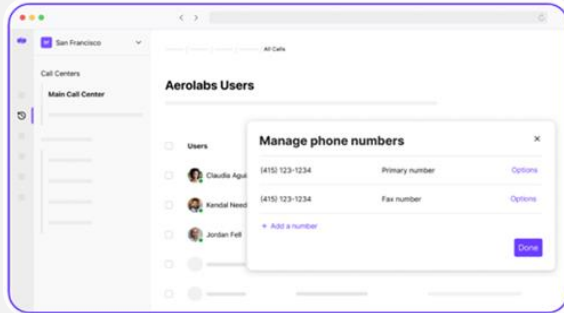


Challenges

Solutions

01

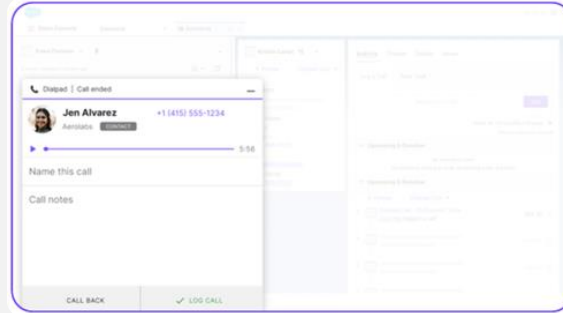
Inability to meet quotas and numbers due to high turnover, long rep onboarding, and ramp-up times



Easy to set up and use for quicker onboarding and ramp-up times within minutes

02

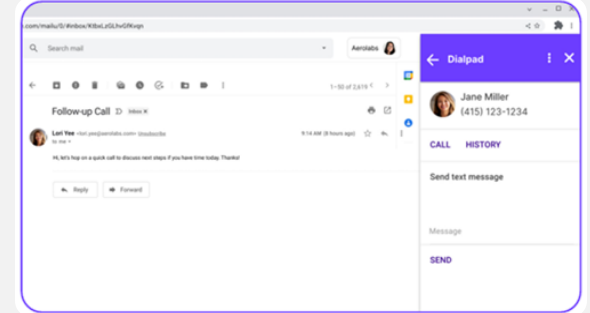
Tedious administrative manual tasks of logging activities into Salesforce



Native Salesforce integration with power dialer & omni-channel capabilities brings smarter workflows, increased call efficiency, and better customer interactions

03

Organizing and scheduling meetings is always a challenge



Integrates with Google Calendar to organize and schedule meetings allowing reps too minimize clicks, manage meetings, and focus on what they do best.

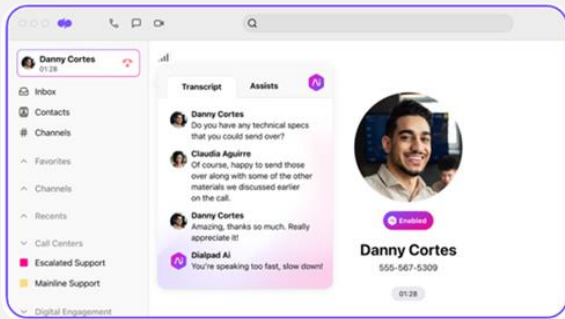
Using Dialpad to Solve Major Agent Challenges (Cont.)

Challenges

Solutions

04

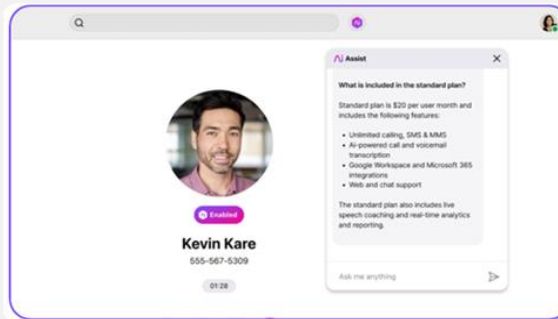
Note-taking distracts the rep from being present with the customer



Transcription engines eliminates manual note-taking with call summaries, recording and transcriptions, sentiment analysis automatically generated

05

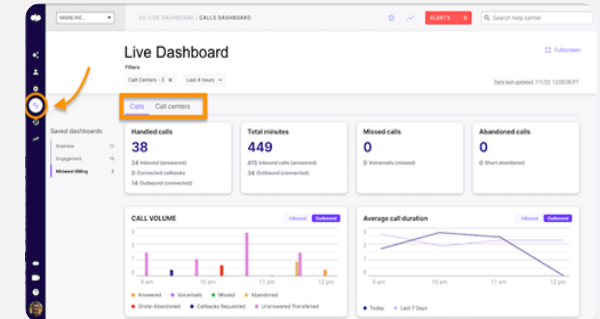
Mishandled objections let winnable opportunities slip through the cracks



Reps can respond with preemptive responses that pop up in real time to address questions about pricing, competitors, etc.

06

Inability to see how reps are performing and where they need help



Sales managers can see how reps are selling by listening in and guiding the reps with call whisper and call barge features.

Maximizing Our Agents Efficiency with Salesforce



Centralized Client Data

Access complete client profiles easily for improved service personalization.



Efficient Lead Management

Simplify lead tracking and management from capture to conversion, increasing conversion rates.



Streamlined Communication

Integrated tools for seamless emailing, calling, and scheduling.



Customizable CRM:

Adapt Salesforce to fit diverse sales approaches and business needs.



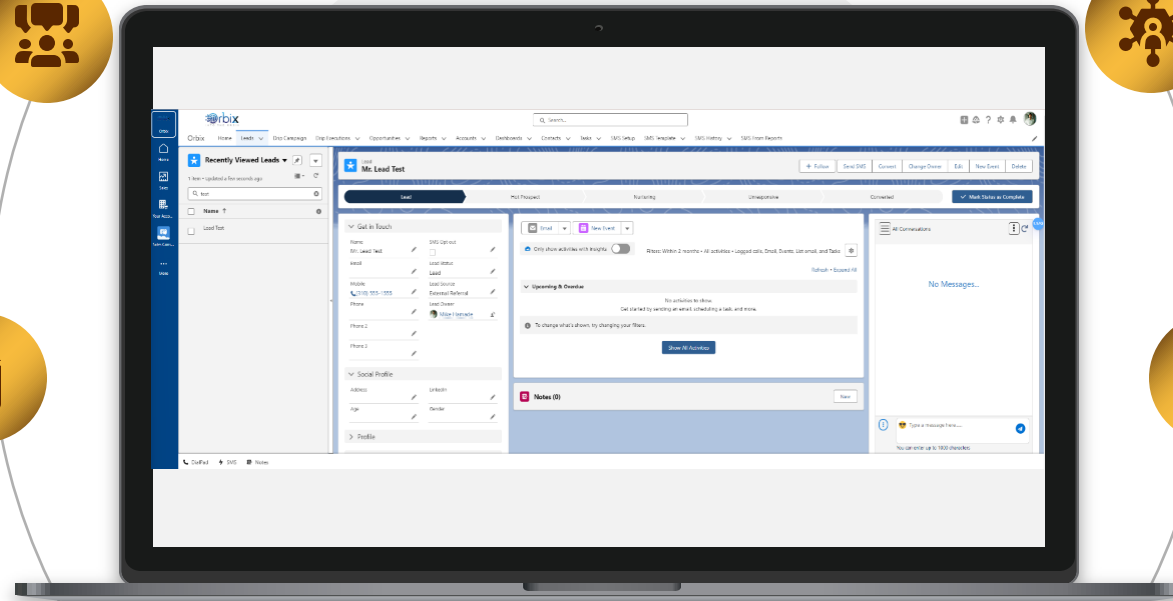
Advanced Reporting:

Real-time sales tracking and detailed analytics enhance strategy optimization.

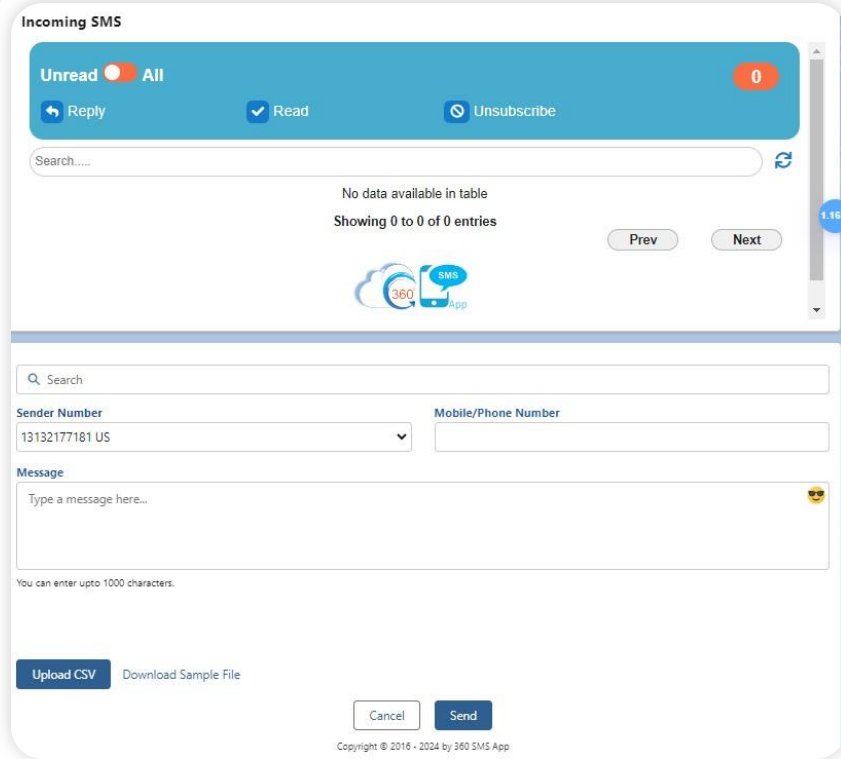


Automated Workflows

Focus more on sales with automated data entry and follow-ups.



Connect More Effectively and Efficiently with 360SMS



Text directly to clients' ensuring higher open rates and closer communication.



Automate and template messages to focus more on closing sales rather than sorting leads.



Automatic lead assignment and uniform contact branding to manage territories and relationships effortlessly.



Automate essential policy discussions at scale, reducing manual intervention.



Allow clients to independently manage policies, verify eligibility, and initiate claims



Keep clients updated with automated SMS for policy changes, renewals, and claim statuses.



Promote additional insurance products through targeted, branded SMS links.



Use branded short codes and personalized messaging to boost trust and personal connection.



Driving Innovation & Excellence - Mike Hamade



Mike is an accomplished finance professional with an 18-year track record of innovation and success across the financial sector.



Known for his aggressive and efficient problem-solving, Mike's analytical prowess sets him apart in complex financial landscapes.



From financial management to life protection, Mike's broad expertise maximizes corporate performance and drives groundbreaking solutions.



Mike's decisive risk management and crisis mitigation have safeguarded corporations and individuals alike, earning him a reputation as a reliable crisis off-setter.



Innovating and Leading with Proven Results in the Life Insurance Market.



Outstanding Turnover Rate



With an industry-leading rate of just **7.88%** versus the 90% norm, with **201 agents**, CentraLife excels in retaining top talent and ensuring agent success.



Exceptional Agent Earnings

Our agents consistently outearn industry averages, with substantial incentives for top performers.



Experienced Leadership & Early Revenues

Guided by a CFO with over 18 years in finance, CentraLife protected over **3,000 families** in it's first year of business.

Optimizing Lead Generation with Precision Marketing

SEO-Driven Traffic

SEO optimization to direct high-intent traffic to our specialized questionnaire funnels, enhancing lead quality and readiness.

Crafted Questionnaire Funnels

Meticulously designed funnels to capture and qualify leads, ensuring they are primed for engagement.

Seamless CRM Integration

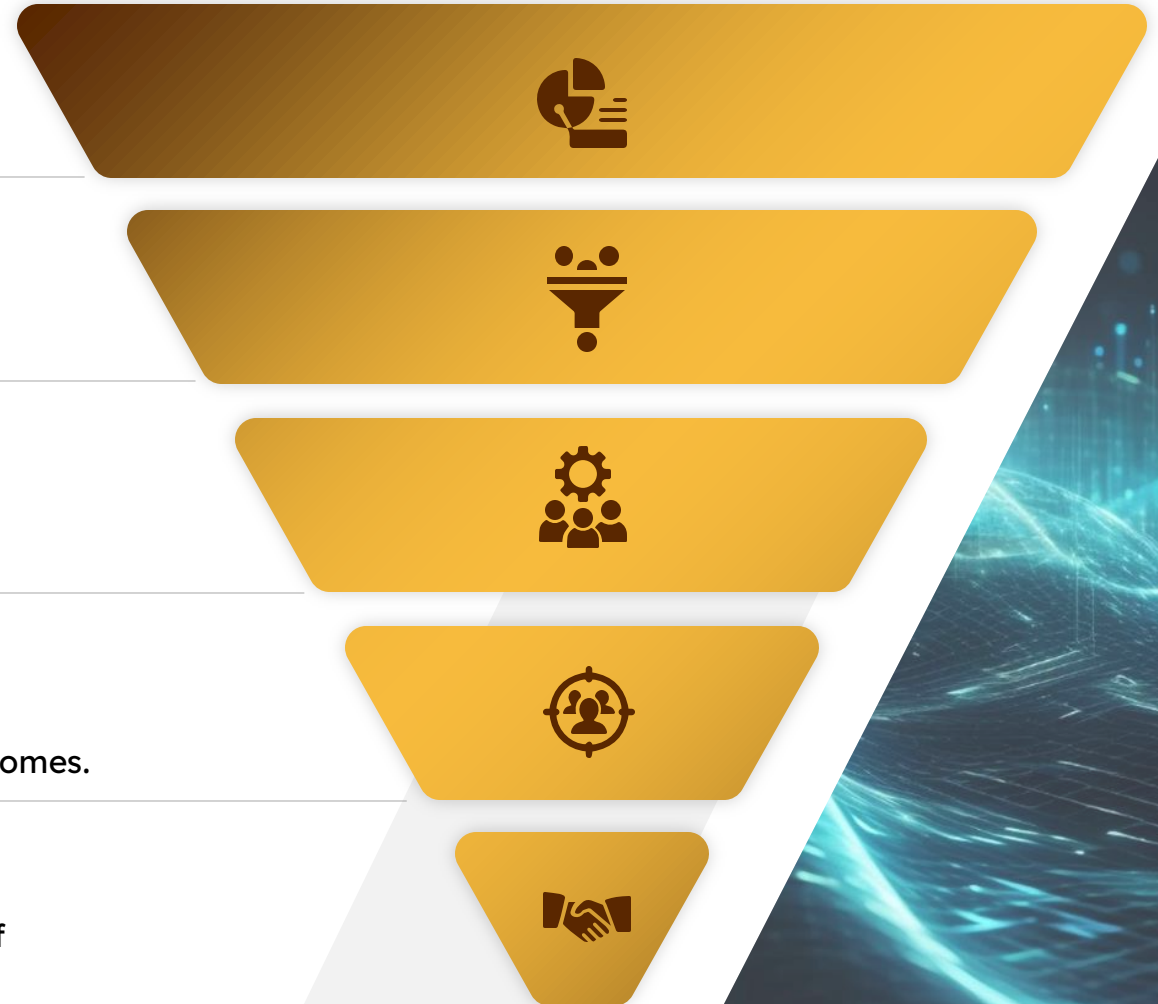
After questionnaire, leads are automatically connected to CRM and matched with agents by state license, streamlining the process.

Efficient Lead Assignment

Agents receive leads ready for conversion, boosting efficiency and sales outcomes.

Regional Engagement

Agents engage with leads in their specific regions, increasing the likelihood of conversion through localized understanding and relevancy.



Empowering Agents With Our Proven Training and Development Program



Week 1 - 2

Agents begin with a one-week bootcamp focused on product knowledge followed by one week of intensive technology training.



Week 3 - 4

Two weeks of hands-on experience with live transfers ensure agents can apply what they've learned in real-world scenarios.



Month 2nd

After initial training, agents receive 30 days of ongoing development to refine skills and increase proficiency.



Other Benefits



Optimized Work Environment

Work from a dedicated cubicle station designed for focus and efficiency.



Expert Coaching

Direct coaching from top performers in the field and weekly one-on-one sessions with Mike Hamade.



Career Advancement

Graduate to the veteran region and continue to grow professionally and have access to expanded resources.



Continuous Support

Ongoing mentorship from Mike includes guidance on agency building and scaling, leveraging the same successful strategies.

Our Vision and Why You Should Join CentraLife

OUR VISION

We have a vision to transform the insurance sector with a unique model inspired by other industries. By harnessing Orbix's cutting-edge technology exclusively, we aim to redefine traditional sales approaches, ensure efficiency, and deliver exceptional experiences for agents and clients alike.



WHY JOIN US?



Innovative Technology

Stay ahead with cutting-edge tools that redefine how insurance is sold.



Unmatched Speed

Experience a working environment where speed and efficiency are prioritized to maximize your success.



Leadership Opportunities

Lead in an organization that values bold leadership and where every agent is equipped to excel.



CENTRALIFE

Become a Part of Bringing Innovation to Life.

Mike Hamade
CEO



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