

Broker-Consultant Success Stories

Solving Clients' Toughest Challenges—and Growing Business—with Gradient AI



SUCCESS STORY #1:

Insights Revealed, BOR Secured

Challenge: Provide a 75-life group with risk projections despite limited and fragmented data from the incumbent broker and carrier.

Solution: Leverage Gradient AI's SAIL™ Solution and predictive modeling platform to fill in gaps in data and provide unmatched transparency into the group's risk.

Results: “The prospect was blown away with our ability to showcase greater detail in a personalized report. We secured the BOR just a few days later.”

SUCCESS STORY #2:

Proof is in the Outputs, Another Win

Challenge: Demonstrate to a 100-life prospect that we can provide superior risk projections and greater insight into population health than the incumbent.

Solution: Tap into the power of Gradient AI's outputs such as demographic score, morbidity score, SAIL™ score, plus Top Rx and medical conditions - all in one report.

Results: “We were able to punch holes in the incumbents' projections thanks to the superior outputs Gradient AI provided. That insight won us the business.”

SUCCESS STORY #3:

Build Trust, Pilot Your Clients Thru Troubled Waters

Challenge: Guide a rapidly growing client with a recent merger to the correct funding option.

Solution: Use the power of Gradient AI's SAIL™ Solution to sharpen risk forecasts and tailor funding strategies ideal for recent mergers, workforce churn, and pooled risk groups.

Results: “The depth and accuracy demonstrated in the SAIL™ report allowed us to make the right call away from self-funding. It saved our client tens of thousands of dollars.”

To find out how you can provide greater insight on risk and funding options for your clients, contact us.

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