



Altair Partnership Education Guide

7/11/2024

WELCOME TO VIU BY HUB

A fresh perspective on insurance

Overview

Welcome to the VIU by HUB Partnership Education Guide, a resource that will assist you in making it easier for your customers to get insurance that’s right for them. This guide will share more about your new insurance brokerage partner and how we deliver a fresh perspective on insurance to your customers. Next, we’ll explain the benefits you’ll receive from partnering together and how, together, we can guide your customers to getting a new policy with VIU. **Keep this guide close by when you need answers. We look forward to teaming up.**

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We leverage our digital capabilities and experience to **provide choice, convenience, neutrality and credibility** to our customers.

Introduction to VIU by HUB

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ABOUT VIU BY HUB

We are VIU by HUB

We’re a trusted insurance brokerage that delivers over two decades of risk expertise to customers in the manner they choose – whether online through our digital insurance brokerage or via phone. What that delivers for customers is choice, transparency, and the best selection of coverage for them and their families across their lifetimes.

Powered by HUB International



Number 1

privately held personal
insurance broker in
the United States



13,000 employees

across
North America



Over 475 offices

in the United States
and Canada



25 years

of serving
our customers



One-stop insurance spot

A simpler process that
builds trust and provides
a comprehensive
selection of insurance
options powered by
unbiased expertise

Easily access policies

Fast, customized quotes

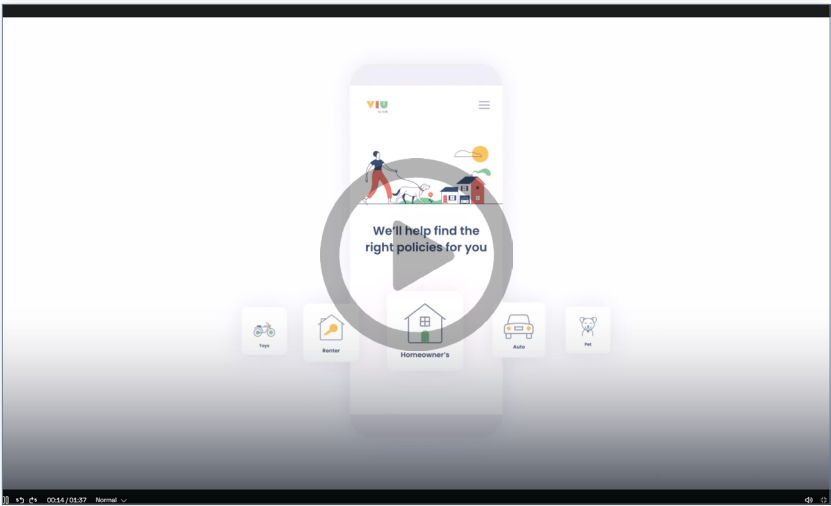
VIU by HUB gives your
customers clarity and
puts them in control of
their experience

Home, auto & more

Ongoing advice that
evolves as life does

BENEFITS OF VIU BY HUB

VIU by HUB makes the insurance process simpler for your customers.



Check out how VIU by HUB makes getting insurance effortless for your customer. [Watch the Video](#)



Expansive brokerage expertise to secure the right coverage that protects what matters most



Lightning-fast quotes from 50+ top, A-rated national carriers



Expertise to move customers quickly through their closing process



Ongoing insurance advice as your customers' lives change



Tools like a digital wallet to easily manage all insurance policies



Lifetime policy renewal service, so they only need to enter their information once

BENEFITS OF VIU BY HUB

With over two decades of expertise and a network of 50+ top trusted carriers, VIU by HUB offers your customers fast digital quotes and access to expert advice for a lifetime.

Our carrier relationships



High net worth



Plus over 2,000 other carrier relationships

The partnership advantage

- > VIU by HUB partnership promise
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02

VIU BY HUB PARTNERSHIP PROMISE

Whatever your customer's needs may be VIU by HUB can help direct them to the insurance that's right for their life.

With unparalleled insurance intelligence and expertise, the VIU by HUB platform and agents guide your customers quickly and easily to the customized coverage they need today and gives them ongoing support as their needs evolve.



PARTNERSHIP BENEFITS

Benefits of the partnership for you and your customer

VIU by HUB helps generate additional revenue, strengthen customer relationships and increase their overall satisfaction.

Benefits as a partner:

- > Seamless process
- > Drive enterprise revenue growth
- > Differentiate from competitors
- > Offer trusted resources and added value to your customers

Benefits as a customer:

- > Seamless end-to-end digital experience
- > Customizable coverage options for transparency, ease and service
- > Fast, digital quotes with choice from an array of A-rated carriers
- > Ongoing advice across lifetime helps ensure they have proper insurance coverage

Guiding their journey

- › Beginning the process
- › VIU by HUB marketing initiatives
- › Talking points



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The journey begins

Now for the best part. Getting your customers started on the right path to the right insurance for them takes a little nurturing, but that's exactly what this section is for.

Think of it as a tool you'll refer to when highlighting VIU by HUB's key benefits, talking points and prepared emails you can draw from when responding to their questions. You can instantly provide answers, insight and a complete understanding why VIU is a great option for them. **Let's get started.**

How to discuss VIU by HUB with your customers

DESCRIPTION

The simplest expression of what VIU is:

An intelligent digital platform that helps your customer find and manage the right insurance. We offer them seamless quoting with choice, carrier neutrality and credibility.

POSITIONING

Relationship to the market and competitors:

A quick, easy, customizable way to find the insurance that's right for your customer as their life evolves.

DIFFERENTIATOR

What VIU has that no one else can offer:

Our expertise is built into one platform and provides a digital wallet that keeps customers' policies in one secure place. Even after binding a policy, the VIU by HUB Advisory Team works with customers to ensure they have the right policies as their lives evolve.

VALUE PROPOSITION

The value that customers experience:

A fresh perspective on which insurance is perfect for your customer throughout their lifetime.

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BEGINNING THE PROCESS

Guiding customers to VIU by HUB

VIU by HUB provides each customer the guidance they need to find their customized quote.

Step 1:

Make sure your customers know about your trusted insurance partner, VIU by HUB by including in emails, conversations and other relevant customer touch points.

Step 2:

Share the partnership customer flyer and guide them to the referral link – UNIQUE to your company – on the Altair customer microsite and also listed below:

Altair Global Referral Link:

<https://partner-api.viubyhub.com/sp/7631dc49-3a75-4622-866f-5520ff99884f/>

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VIU BY HUB MARKETING INITIATIVES

How we get the word out


We will introduce your customers to the benefits of our partnership through various and continued marketing initiatives over the lifetime of our partnership. Some examples of what your customers will experience are shown below.




Your source for easy personal insurance

VIU by HUB finds the right insurance policies for your unique needs – no matter where you land next.

[Get instant insurance quotes](#)




Compare, shop and manage customized policies from your favorite A-rated providers, all in one place. To speak with an experienced VIU by HUB advisor, call 877-871-7234.




The only platform you'll ever need to stay fully protected

With VIU by HUB, you can enjoy an expertly guided one-stop shop for all your personal insurance policies and never have to quote again.




Instant results

Compare and shop insurance policies from over 25 providers in seconds.




Total transparency

See exactly what you're covered for and where you may need more protection.




Proactive advice

Get personalized coverage and expert guidance from trusted VIU by HUB Advisors.



A fresh perspective on your insurance

Let's protect your family and assets



It's time to check insurance off your to-do list

Finding the right insurance is an important part of any relocation. At VIU by HUB, we love insurance! Let us help you shop for your personalized insurance quotes in your new location. Our VIU by HUB Advisory Team will help find the coverage that's right for you and your family.

Our advisors will work with you to compare real-time quotes from your favorite A-rated insurance carriers for all your insurance needs. They will keep your needs top of mind, offering proactive advice to keep you protected as your needs continue to evolve.

Start now


Personalized auto, home, renters and condo insurance quotes are just a few clicks away.

[Get insurance quotes](#)


Or call the VIU by HUB Advisory Team at 877-871-7234

[Learn more about your insurance options](#)


VIU by HUB Advisory Team service hours:
Monday-Friday 8 a.m. to 9 p.m. ET




Home




Condo




Renters



Auto



Found your new home? We can help you find new insurance!



Hi (First name),

We know you've been extra busy recently planning your move. Let VIU by HUB help!

Your relocation company, Altair Global, has partnered with VIU by HUB because we get personalized insurance coverage from the nation's top insurance carriers for everyone we work with. And we do it quickly. As your insurance needs evolve, your VIU by HUB Advisory Team will offer proactive advice to keep you protected.

Your insurance needs won't wait. Let us get you a quote fast. You can reach us at **833-764-2197** or click the button below.

[Get insurance quotes](#)

VIU by HUB Advisory Team
833-871-7234
Monday through Friday from 8 am – 9 pm ET

[Learn more about insurance solutions](#)

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TALKING POINTS

They have questions. You have answers.

Before, during and after your customers receive a quote, we have you covered with a few key talking points and our messaging pillars to help with clarity along their journey.



WHAT TALKING POINTS COULD I USE WHEN GUIDING MY CUSTOMER THROUGH THE QUOTING PROCESS?

How do you work with VIU by HUB?

VIU by HUB works as our trusted insurance partner to seamlessly provide you top insurance quotes and ensure you are properly covered.

Which insurance companies will VIU by HUB provide?

VIU works with 50+ A-rated carriers to help customers secure insurance for a wide range of needs, from home to auto, to pet and life insurance.

How do I keep track of all my policies?

VIU's innovative digital wallet lets you view your home and auto policies – with VIU and those directly with carriers – all in one place.

Can I continue to connect with advisors as life changes?

Customers receive ongoing advice and proactive renewal experiences across their lifetimes.

LEVERAGE KEY MESSAGING PILLARS AS APPROPRIATE:

Proactive advice

The VIU by HUB Advisory Team supports our customers even after they've purchased coverage, offering proactive advice that anticipates their needs, keeping them protected today and tomorrow.

One place for everything

VIU's secure digital wallet makes it fast and simple for your customers to consolidate and access their policies anytime, anywhere – even if they're with different insurance carriers.

Insurance that evolves

Insurance needs to evolve as your customer's life changes. With VIU, customers enter their information once and our advisory team makes sure they're always getting the right insurance – the first time, and every time thereafter.

Control of their journey

With VIU, customers are in control of their experience. They're able to customize their personal details to find the coverage they need, ensuring they have full clarity into their policies. Our advisors are always just a phone call away.

Partnership support

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YOUR VIU BY HUB SUPPORT TEAM

Who to contact

For any additional customer requests, program questions or feedback contact our Strategic Partnerships team. We will respond with in 24 business hours.

Email

strategicpartnerships@hubinternational.com

FAQS

VIU by HUB FAQs

What if my customer is in the market for other insurance?

VIU by HUB offers a variety of personal insurance types, including Homeowner’s, Auto, Pet, Renter’s, Dwelling Fire, Second Home, Toy, Small Commercial and many others. We are happy to help your customers ensure they have the best coverage in place for all of their needs.

What if my customer has a small commercial property?


An experience insurance advisor at VIU can provide their knowledge and to help with products like small commercial properties. With over 50 A-rated carriers, VIU advisors have a breadth of options to work with.

What carriers does VIU by HUB work with?

We work with the nation’s top carriers, including Farmers Insurance, Travelers, Allstate, Progressive, Nationwide, Liberty Mutual Insurance, State Auto, Mercury, Stillwater and more.

Does VIU offer bundled solutions with home and auto?

Yes, a VIU agent will explore all options to ensure customers receive the right coverage at the right price for them and their family.



In a world where **customers have uncertainty** about what **insurance coverage** they need to keep themselves financially stable, VIU is excited to partner with you to offer them **advice, credibility, neutrality** and **transparency**.

