Get More Policyholders During Open Enrollment

Sell more health policies with Convoso, the fastest, most powerful dialer for insurance agents and brokers

Open Enrollment season presents the biggest opportunity of the year for generating revenue.

To make the most of this short window, you need to connect with as many potential customers as possible.

With the right call center software in place that blends inbound and outbound omnichannel capabilities, you'll reach more policyholders. Make sure your technology can handle the surge in Open Enrollment call volume, excel at speed to lead, and provide a complete caller ID reputation management service.

You don't want to spend the OEP burning through lead lists, getting frustrated by blocked calls and spam flags, or losing leads to competitors who act faster. On top of that, you need to drive sales while staying in compliance with multiple federal and state regulations.

Convoso Boosts Profitability During Open Enrollment

Convoso is purpose-built for outbound sales teams, which is how we've helped countless organizations ramp-up and deliver outstanding results during Open Enrollment. We have an extensive track-record of dramatically improving contact rates, conversion rates, and profitability, helping our insurance customers exceed their sales targets for the entire year.

CONVOSO

The Right Technology for Open Enrollment

Preparing your team and technology ahead of time could make an enormous difference to your bottom line. That's why Convoso is your best software partner not only for Open Enrollment, but all year long.

These vital tools will help you drive a successful season.

Speed to Lead that Reaches Leads Faster

Lead response time is everything. Convoso's industry-leading dialer throughput allows you to reach your leads before the competition, and dial through lists quickly to significantly increase contact and conversion rates.

Caller ID Reputation Management to Boost Contact Rates

How can you reach potential new policyholders if your number shows up as "Scam Likely"? Convoso's ClearCallerID™ is a managed service that helps prevent your phone numbers from being flagged and allows you to quickly address impacted numbers.

Omnichannel to Improve Connections

Supplement dialing efforts with SMS and email communications to improve contact rates and drive call backs. Take advantage of automated drip campaigns, follow-ups, and two-way text/email with Convoso's omnichannel platform.

Customized Reporting to Prioritize High Quality Leads

Identify which lead sources are driving the most new business by taking advantage of Convoso's easy-to-use real time and historical reports. Prioritize lead sources by percentage and send top leads directly to the front of the dialing queue.

Voicemail Detection for More Conversations

Improve agent productivity by continuously connecting them with live prospects. Using Convoso's quick and highly accurate answering machine detection, your agents can interact with up to 300% more leads per day!

Intelligent Call Routing to Reach the Right Agent

Convoso's skills-based routing tool can direct each call based on multiple skills such as state licenses, language ability, and agent experience to close the sale.

Dynamic Scripting to Guide the Sale and Compliance

Make sure agents say the right disclaimers to stay in compliance with regulations, while guiding them to drive the sale with Convoso's highly customizable dynamic scripting tool. Pull in information from third-party sources and CRM systems to customize scripts as your agents converse with each lead.

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Planning for Open Enrollment Success

Many insurance companies, agents, and brokers prepare extensively for OEP and hire additional staff. However, they find their dialer can't handle the spike in volume and ends up as a roadblock. Dialer software can make a positive (or negative!) impact on contact rates, conversion rates, and even employee turnover. Partnering with a dialer software designed to maximize productivity and profitability in advance of OEP can help you expand your book of business beyond your goals and rapidly grow your business.

White Glove Customer Care

From onboarding to ongoing support, our team of experts will set you up for success. If you need customer support during Open Enrollment, you need it fast. You can depend on Convoso's customer support team to resolve any issues that arise quickly, so you can focus on driving your business forward during one of the most important opportunities of the year.

Compliance Tools

Compliance is always the top priority for outbound sales teams, especially in highly regulated industries. Convoso offers a variety of tools that help support regulatory compliance with the TCPA, state laws, and more. You can also review and keep call recordings, in case they are needed if any lawsuits arise.

> When we moved to Convoso, the implementation was fantastic – the metrics changed immediately. It was literally like hitting a light switch. … We're creating more connections with the consumers, which lead to more opportunities for the agents, which in turn lead to more sales."

David Zamani, Managing Partner
Get Health-e

CONVOSO

The outbound dialer that outperforms

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Schedule a demo