



# INSURANCE LEADERSHIP PODCAST

*Tools for success in the industry*

## Revolutionizing Insurance

### Episode 38 Show Notes

In our latest episode of the Insurance Leadership Podcast, get ready for an insightful dive into the dynamic world of artificial intelligence (AI) in the insurance industry! Our host Ryan Eaton is joined by Chad Hogan, President of Quotit. With a wealth of experience bridging technology and insurance, Chad takes center stage to unravel AI's transformative impact in the industry.

Tune in as he shares invaluable insights on how AI is not just reshaping processes but also elevating customer experiences across the insurance sector. Don't miss out on this engaging conversation!

#### **A Legacy of Innovation**

Chad Hogan, a third-generation insurance professional, brings a unique perspective to the intersection of insurance and technology. His journey into the tech side of insurance was a natural evolution fueled by a lifelong passion for innovation and efficiency. At Quotit, Chad spearheads initiatives like Agent Cubit and their advanced SEO commissions platform, leveraging technology to empower insurance agents and streamline operations.

His experience and leadership in blending traditional insurance practices with cutting-edge technology showcase a forward-thinking approach that drives industry progress.

#### **The AI Revolution in Insurance**

Chad dug deep into the evolving landscape of AI within insurance. He highlighted the growing importance of large language models like chat GPT and advanced automation tools such as Microsoft's Copilot. These tools are revolutionizing data processing and task automation. These AI-driven solutions are not just about efficiency gains; they are fundamentally reshaping how insurance products are analyzed, presented, and sold.

Chad's insights underscore the transformative potential of AI technologies in optimizing workflows, enhancing decision-making processes, and ultimately improving customer experiences within the insurance sector.

#### **Navigating Regulation Changes**

In the dynamic insurance industry, regulatory changes often serve as catalysts for innovation. Chad emphasized the critical role of AI in navigating recent regulations impacting areas like lead generation and Medicare compensation. Quotit's AI initiatives focus not only on compliance but

also on enhancing the overall consumer and broker experience. Engaging with regulatory processes, such as responding to calls for comments from regulatory agencies, is key to shaping these technological advancements responsibly. This proactive approach ensures AI-driven innovations align with industry standards while driving industry advancements.

### **Looking Ahead**

As the podcast concluded, Chad shared his optimism about the future of AI in insurance. He highlighted the potential of AI-driven tools in areas like carrier benefits analysis and process automation for commission management, promising enhanced operational efficiencies and improved customer interactions.

### **Conclusion**

Chad's insights shed light on the transformative power of AI in the insurance industry, driving us to rethink traditional processes and embrace technological advancements. His vision for the future challenges us to elevate our capabilities as humans, leveraging AI to enhance productivity and customer experiences. As we move forward, AI will continue to play a pivotal role in shaping the insurance landscape, pushing us towards enhanced innovation and efficiency.

### **What's Next**

Tune in next month for our conversation with [Tom Dimmer](#) from [Renaissance](#). We'll explore distribution strategies, how to access plans, rates, and carriers on various platforms and exchanges across the country.

### **Stay Connected**

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