

## 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.

[info@gradientai.com](mailto:info@gradientai.com) | 888-958-5486 | [gradientai.com](https://gradientai.com)