

Medico Production Reports

BI Guide for FMOs



The Medico Production Reports in the Medico Information Center (MIC) summarize your agents' production and are based on commission transactions that have taken place on your agents' policies.

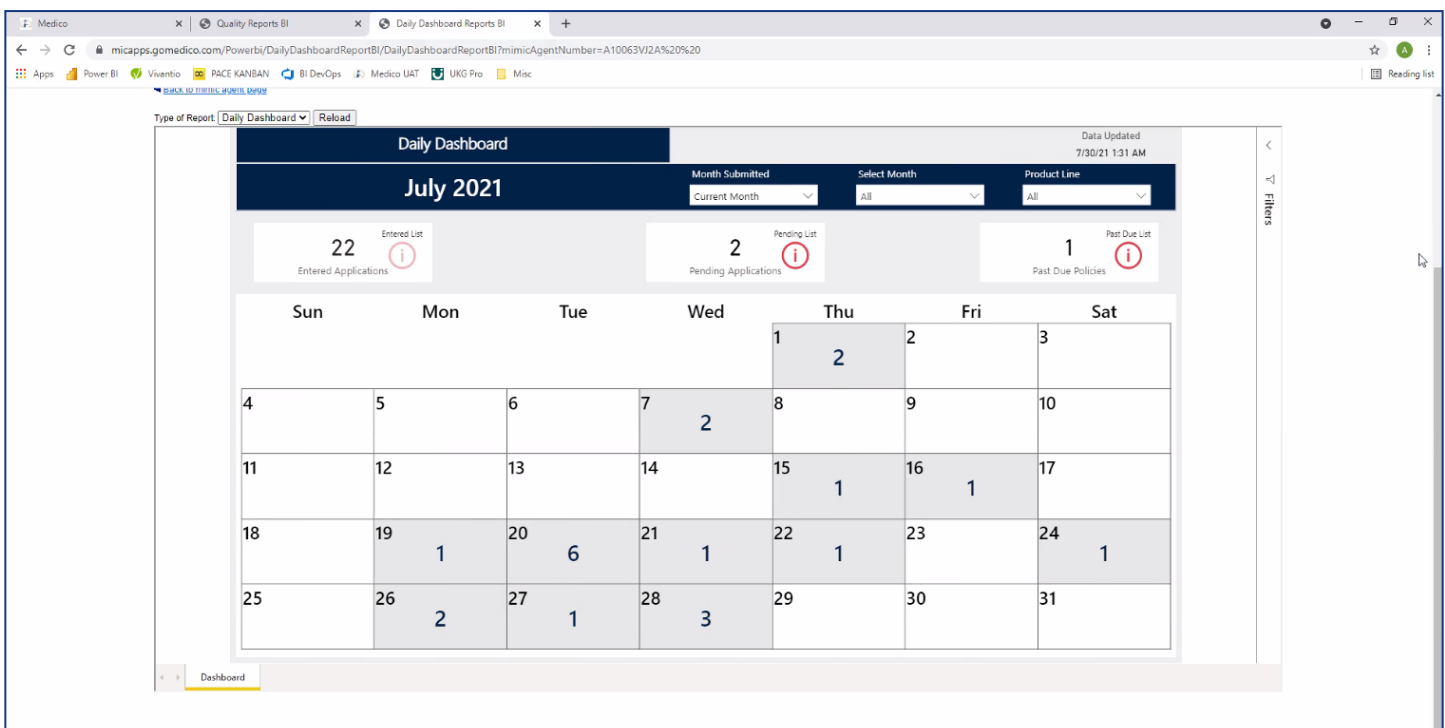
These reports are comprised of three different tabs to give you a wholistic view of production: Daily Dashboard, Quality, and Entered Business. Agents can view their information in the Daily Dashboard and Quality tabs, but only uplines can access information in the Entered Business tab.

You can find the reports by logging in to MIC and hovering your cursor over the "My Business" tab. From that dropdown list, you'll be able to access information about your business under the Daily Dashboard and Quality tabs.



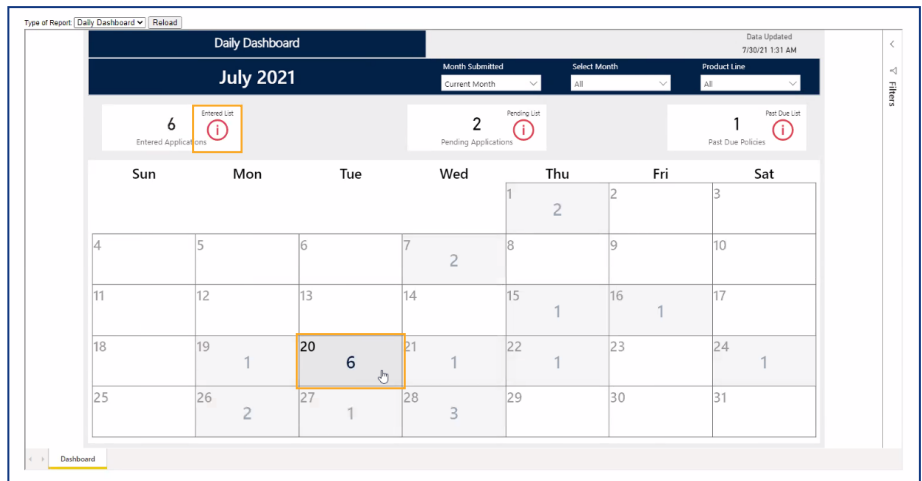
Daily Dashboard

This tab provides you with a snapshot of your active agents' business for the current month.



To see the specific information for a particular date, click on that date.

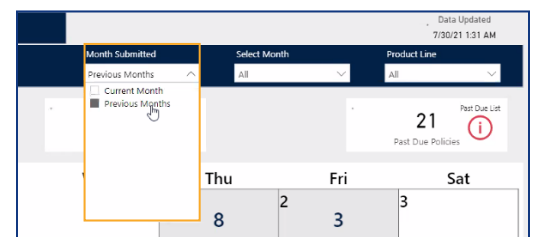
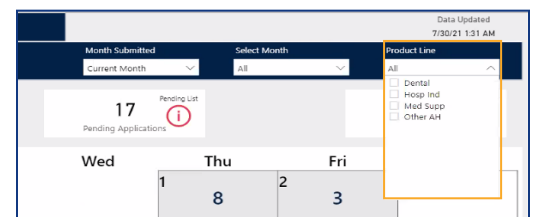
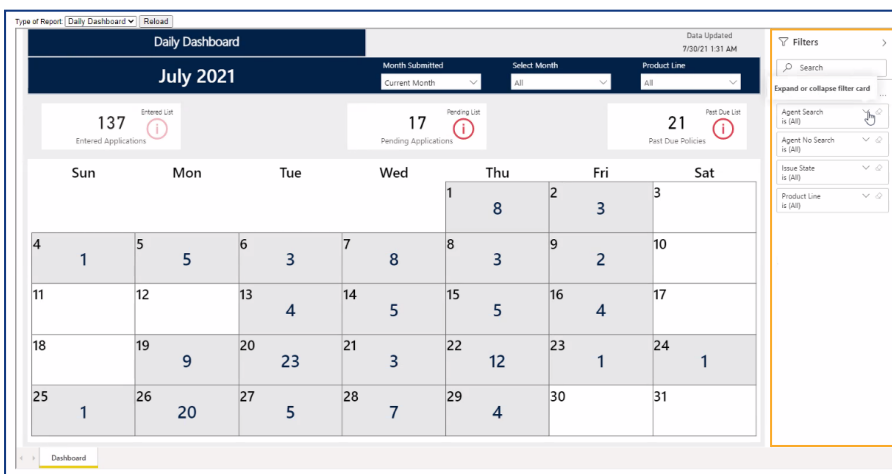
After you click on a date, you can get more information about the entered applications. In the upper-left corner, click on the red information button to drill through your entered applications.



Filtering Data

You can filter the data displayed with the filters on the right side of the report. There are four different filters listed: "Agent Search," "Agent No Search," "Issue State," and "Product Line."

To filter the data by attribute, scroll through the available filters on the right side of the page and click on one to open the options. Select any combination of attributes. Note: If no options are selected, the data will not be filtered, and it will appear the same as if all options were selected.



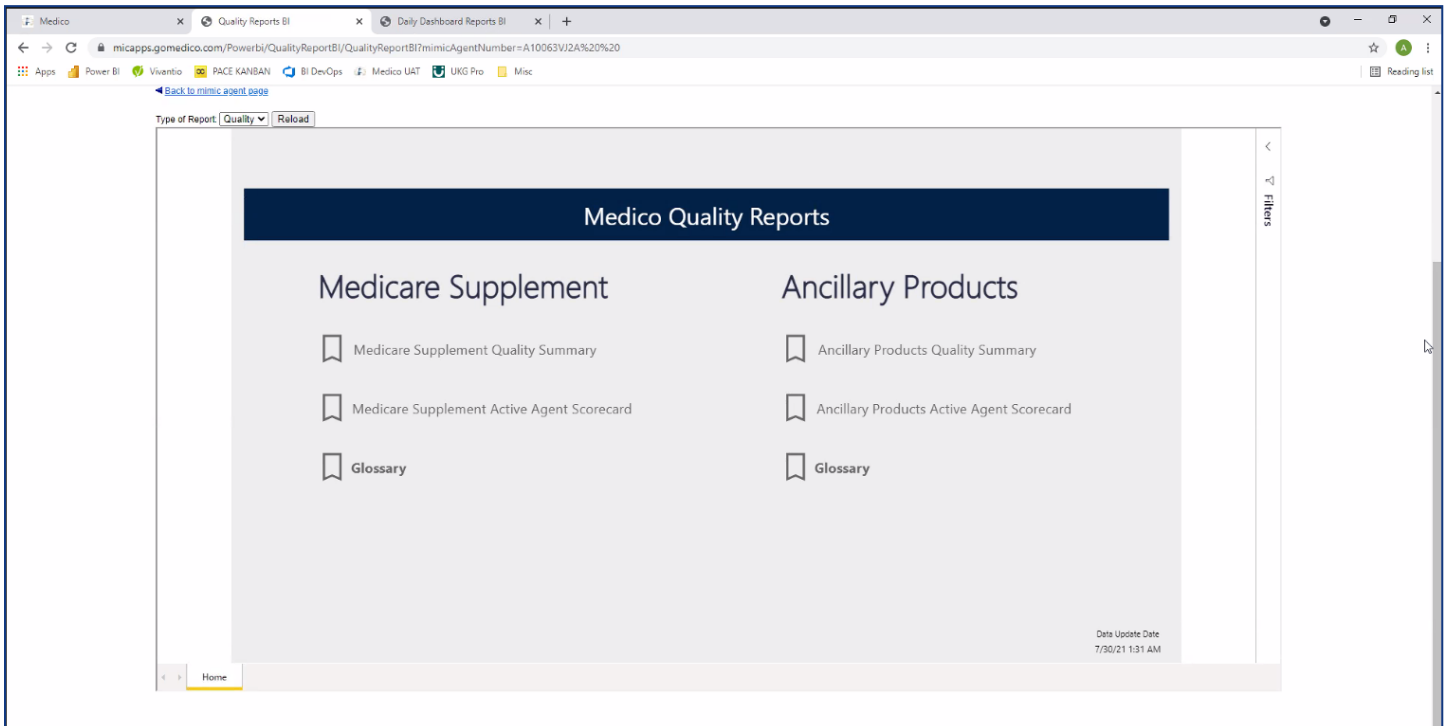
You can also use the tools located at the top of the report to filter the data by time and product criteria. You can look at applications submitted during the current month or a previous month. Applications can also be sorted by product line.

You can also export data to the Daily Dashboard from the drill-down details in Entered Applications, Pending Applications, and Past Due Policies.

Quality

The Quality section lets you see your business productivity.

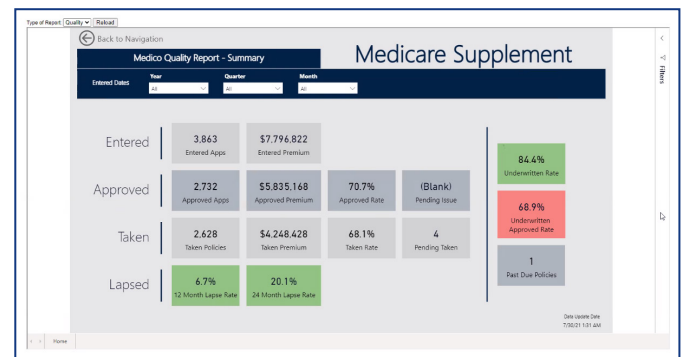
When you first open the tab, this screen will pop up and let you choose between reviewing Medicare Supplement data or the data for all other Medico products.



When you choose the Quality Summary section for either Medicare Supplement or another product, you will see a screen like this.

Use the tools located at the top of the report to filter the data using time-period criteria. You can look at applications submitted by year, quarter, or month.

You can also export data to the Quality Dashboard from the drill-down details in Medicare Supplement Active Agent Scorecard and Ancillary Products Active Agent Scorecard.



Entered Business

The information in this tab is only available to the upline. On this screen, you can see your total business by product and year-over-year.

