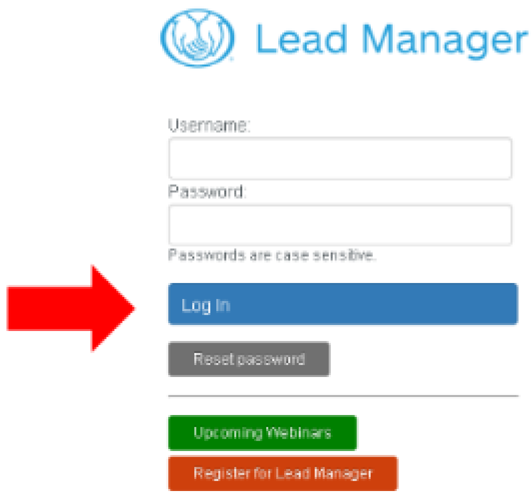
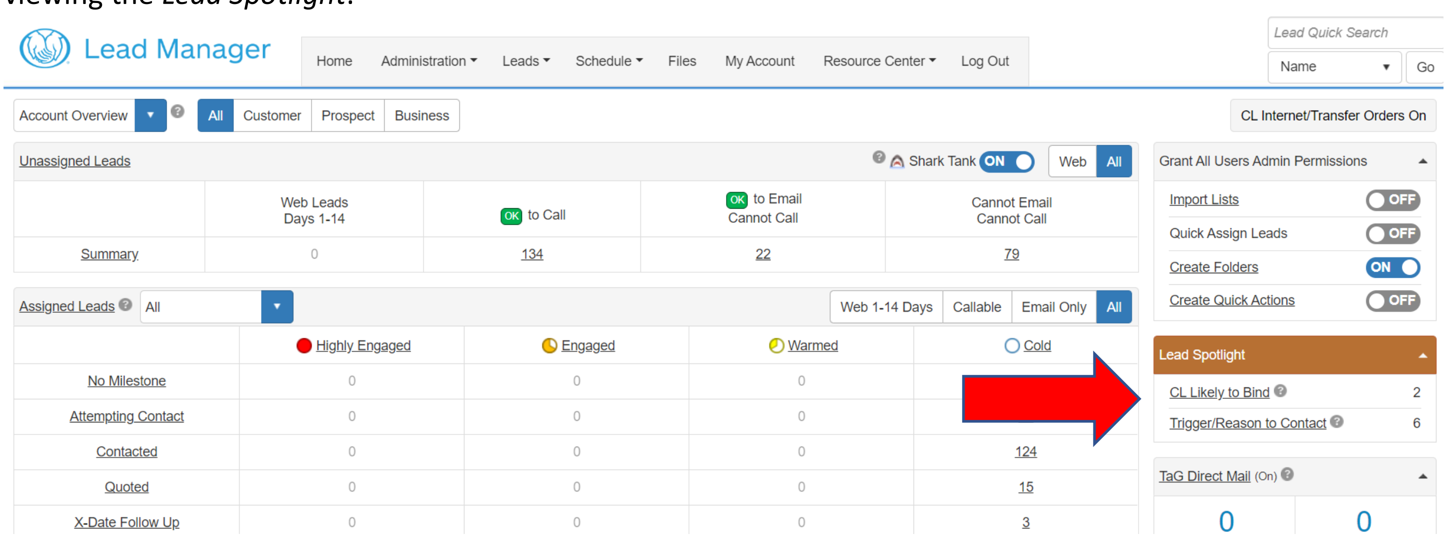
CENTRALIZED LEAD DISTRIBUTION PROGRAM: IDENTIFYING YOUR LEADS IN LEAD MANAGER

1. Log into your Lead Manager account at: www.allstateleadmanager.com



2a. From the *home screen* you can find new opportunities from the Centralized Lead Distribution Program by viewing the *Lead Spotlight*.

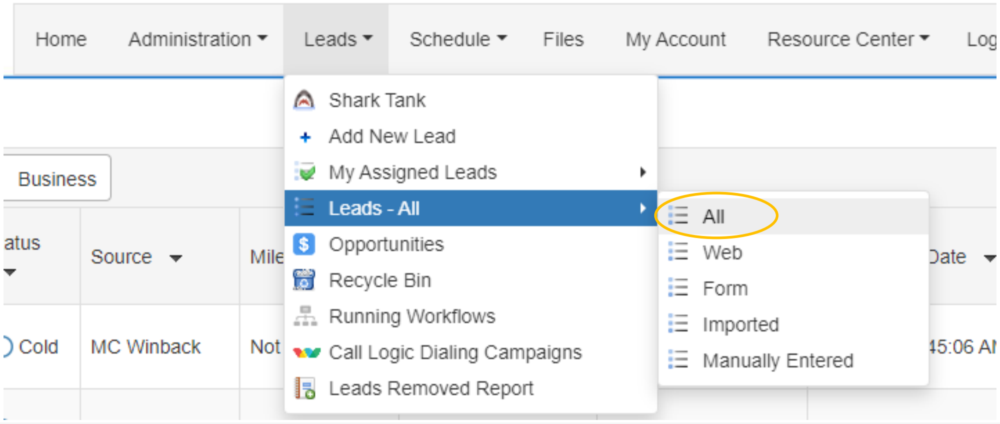


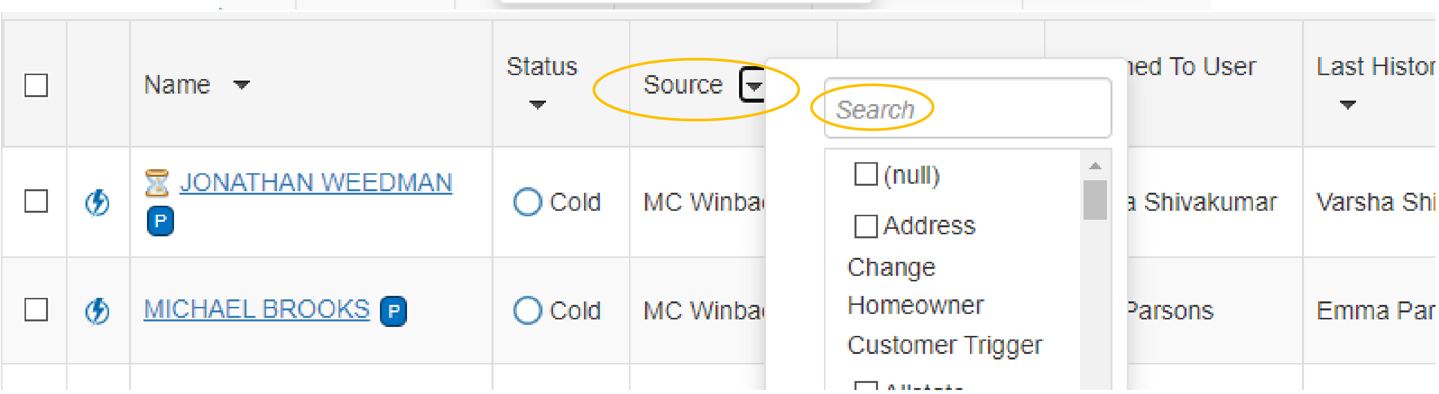
2b. New leads will be listed in the *Lead Spotlight* under the following categories:

- "CL Shopping"- for new centralized internet leads
- "CL Trigger/RTC"- for new centralized prospecting triggers
- "CL Winback"- for new centralized unrepresented winbacks
- "CL Requote"- for new centralized unrepresented requote leads
- "CL Likely to Bind" – for new centralized prospects likely to bind

Please note: Leads will be displayed in the spotlight until they downgrade in priority (7 days after loaded into platform). See ***3a*** *to find leads after they fall out of the spotlight.*

3a. To locate any centralized leads in the above categories that are no longer linked in the lead spotlight, navigate to *Leads -> All* and click into the *source* drop down.





3b. Search in the *source* drop down by typing in one of the following:

Centralized lead lists:

- Centralized Likely to Bind
- Centralized Prospecting Trigger
- Centralized Unrepresented Requote
- Centralized Unrepresented Winback

Centralized Fixed volume program (Internet/Live Calls):

- Centralized Internet Auto
- Centralized Internet Home
- Centralized Transfer Auto

Centralized Credit program (Internet/Live Calls):

- Centralized Internet Auto Credit
- Centralized Internet Home Credit
- Centralized Transfer Auto Credit