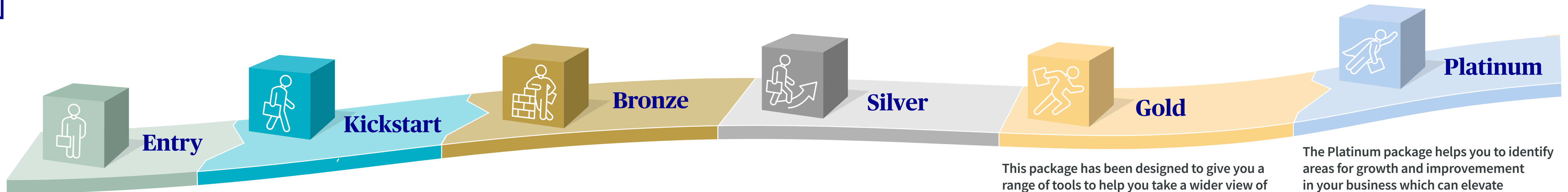


BROKER **ELEVATE** 

Broker Elevate 2023 Proposition



		Kickstarting our relationship	Our Bronze value added package is designed to build relationships.	Our Silver package encourages growth with access to training opportunities.	This package has been designed to give you a range of tools to help you take a wider view of your business and help accelerate the growth of your business.	The Platinum package helps you to identify areas for growth and improvement in your business which can elevate performance, increase business and maintain and improve client retention.
Account Management	Telephone Account Manager (large broker panel)	Telephone Account Manager (small broker panel)	Telephone Account Manager (large broker panel)	Telephone Account Manager (medium broker panel)	Account Manager (small broker panel)	External Account Manager (small broker panel)
Service Expectation	<ul style="list-style-type: none">Telephone Account Manager (Large broker panel)Supplemented by digital marketing	<ul style="list-style-type: none">Available to support you when you need us.Supplemented by digital marketing.Quarterly Business Review to share performance and improve how we work together.Working together to retain cases and target new opportunities.Proactive pipeline management.Contact strategy agreed.	ENTRY EXPECTATIONS PLUS: <ul style="list-style-type: none">Half-yearly Business Review to share performance and improve how we work together.Working together to retain cases and target new opportunities.Support with accessing Bronze value add benefits.	BRONZE EXPECTATIONS PLUS: <ul style="list-style-type: none">Opportunity to work together to create a joined-up business plan.Quarterly Business Review to share performance and improve how we work together.Large case and sales pipeline management.Support with accessing Silver value add benefits.	SILVER EXPECTATIONS PLUS: <ul style="list-style-type: none">Regular contact to manage individual requirements and share AXA appetite.Bespoke contact strategy agreed with you, to include a face to face visits where required.Access to Branch Senior Management Team where required.Support with accessing Gold value add benefits.	GOLD EXPECTATIONS PLUS: <ul style="list-style-type: none">Diarised, regular face to face visits.Exclusives agreed within 48 hours subject to trade / appetite.Support with accessing Platinum value add benefits.
Deal	N/A	N/A	N/A	Profit share	Variable profit share	Bespoke deal
Conditions	N/A	N/A	N/A	<ul style="list-style-type: none">Each year we will look to offer a deal that rewards partnership and profitable long-term growth. Qualifying criteria will apply.	<ul style="list-style-type: none">Each year we will look to offer a deal that rewards partnership and profitable long-term growth. Qualifying criteria will apply.	<ul style="list-style-type: none">Bespoke deals reviewed annually based on book performance and planned growth. Qualifying criteria will apply.
Value Added Benefits	<ul style="list-style-type: none">Access to Brokerwise, our online learning platform.	<ul style="list-style-type: none">Access to Brokerwise, our online learning platform.Invitation to Broker Elevate events.	ENTRY BENEFITS PLUS: <ul style="list-style-type: none">Invitations to general, regulatory and radar webinars.	BRONZE BENEFITS PLUS: <ul style="list-style-type: none">Touch points from Branch Leadership team.	SILVER BENEFITS PLUS: <ul style="list-style-type: none">Pre-funded digital web review by Ignition.Invites to technical experience events.Complimentary access to our customer profiling tool, endcustomer (5 Users with 300 reports a months)* <p>*access for the calendar year only</p>	GOLD BENEFITS PLUS: <ul style="list-style-type: none">Tailored learning solutions and masterclasses.x1 Ignition Marketing consultancy visit.