



Connect products commission flex

Extranet step by step guide



Connect products

To enhance our digital offering, we've introduced commission flexibility on the following products for new business and renewals.



Business Choice
0 - 40%



Offices and Surgeries
0 - 35%



Landlords
0 - 40%



Tradesmen and Professionals
0 - 35%



Professional Combined
0 - 40%



Minifleet Choice
0 - 20%



Retailers
0 - 35%



Management Liability
0 - 40%

This gives you the ability to flex your commission up or down from your standard default rate within the commission range above. As the products are now net rated, the commission flex will be reflected in the gross premium charged.

There's no need for referral or for an authorisation code, making the process quick and efficient.





How does it work?

Follow our step by step guide to flex your commission

1. Once your quote is available, the Quote Summary screen will appear as shown. (In this example the default commission is 20%.)
2. To change the commission select the 'Adjust commission' button.

AXA

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Property Owners quote for ABC Builders Limited

Quote ref: 728838699 / Obtained

TOTAL PREMIUM	£140.02	COMMISSION	
Excluding IPT	£125.02	Commission percentage	20%
IPT	£15.00	Commission amount	£25.01

ADJUST PREMIUM → ADJUST COMMISSION → EDIT START DATE →

QUOTE DATES
Start date 02/07/2020
End date 01/07/2021

SUMMARY DOCUMENTS

Quote details

Items in red have been automatically added or updated to the standard levels for this product

AMEND OTHER POLICY COVERS →

Company name	ABC Landlords
Trading status	Limited

Quote versions

UPDATE DESCRIPTION

VIEW ALL → CREATE VERSION →



1. Insert the required commission into the 'Commission percentage' field as shown and select 'Apply'.
2. The screen will refresh and the premium and commission will change to reflect the amount selected by you. You'll have the opportunity to amend this before accepting the quote.
3. If you enter a commission amount which falls outside the parameters available, a warning message will appear.

The screenshot displays the AXA Property Owners quote interface for ABC Builders Limited. A modal window titled "Commission override" is open, allowing for adjustments to the commission. The modal includes a close button (X) in the top right corner and an "APPLY" button in the bottom right corner, which is circled in red. The modal content is as follows:

Commission Percentage <small>(optional)</small>	<input type="text" value="30.00"/> %
Commission Amount	£42.86
Total Premium	£160.02

Below the table, there is a link for "Commission adjustment factsheet".

The background shows the quote details for ABC Builders Limited, including a "TOTAL PREMIUM" section with "Excluding IPT" and "IPT" sub-sections, and an "ADJUST PREMIUM" button. The quote is dated 02/07/2020 and 01/07/2021. At the bottom of the modal, there are buttons for "VIEW ALL" and "CREATE VERSION".



Frequently asked questions



Why have you introduced flexible commission?

We've spent a lot of time speaking to you about what you want from our digital product offering and it's clear that commission flexibility is an important requirement.



When can I amend commission?

You can amend the commission rate at new business or at renewal only. This rate will stay the same for any mid-term alterations.



What will the commission rate be at renewal?

Any changes you've made to the commission rate will be retained at renewal unless you choose to change the rate at this point.



Do I need to refer to you for authorisation?

No, you can amend the commission rate within the agreed product boundaries without the need for referral or an authorisation code.



Any questions?

Contact our dedicated Online Trading Centre:



0800 051 8001



OnlineTradingCentre@axa-insurance.co.uk

