



Connect products commission flex

Extranet step by step guide



Connect products

To enhance our digital offering, we have 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.

The screenshot shows the AXA Property Owners quote summary screen for ABC Builders Limited. The quote reference is 728838699 and it is marked as 'Obtained'. The screen is divided into several sections:

- Summary:** A table showing financial details:

TOTAL PREMIUM		COMMISSION	
£140.02		Commission percentage	20%
Excluding IPT	£125.02	Commission amount	£25.01
IPT	£15.00		
- Quote Dates:** Start date: 02/07/2020, End date: 01/07/2021.
- Quote versions:** Includes an 'UPDATE DESCRIPTION' button and 'VIEW ALL' / 'CREATE VERSION' links.
- Quote details:** A section with a warning that items in red have been automatically added or updated to standard levels. It includes a link to 'AMEND OTHER POLICY COVERS' and details for 'Company name' (ABC Landlords) and 'Trading status' (Limited).

The 'ADJUST COMMISSION' button in the Summary table is circled in red, indicating the action to be taken to change the commission.



3. Insert the required commission into the 'Commission percentage' field as shown and select 'Apply'.
4. 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.
5. 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. The fields within the modal are:

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

Below the fields, there is a link to download a "Commission adjustment factsheet". At the bottom right of the modal, there is a blue "APPLY" button, which is circled in red in the image. The background shows the quote details, including a "TOTAL PREMIUM" section with "Excluding IPT" and "IPT" sub-sections, and a date range from 02/07/2020 to 01/07/2021. A warning message at the bottom of the page states: "Items in red have been automatically added or updated to the standard levels for this product".



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