

Broker Network



**We guarantee  
your independence will  
never be compromised**

# A warm welcome to Broker Network

**I would like to personally welcome you to Broker Network, a Network with the capabilities to support and enhance your business.**

Being an Associate Member puts you in the driving seat. It gives you and your business the muscle power to do more. Our Associate proposition supports brokers like you by delivering an invaluable range of business and insurer services, generating enhanced earnings and exposing you to opportunities you may otherwise have thought were unavailable.

Ours is a Network like no other. We understand how important your independence is to you, which is why we promise to never infringe on the integrity and individuality of your business.

How do we aim to do this? By offering a structured support system that will improve your market presence and boost your company's confidence. Together we can develop new business ideas and formulate new and innovative lines of trade so that your business is as successful as it possibly can be.

This helpful information pack gives you an insight into how our Associate proposition works and highlights the benefits of being part of our exclusive Network. Inside you will find clear and concise details on each of our specialist areas, so have a read through to see what we can do for you.

**Go on - take advantage.**

A handwritten signature in black ink that reads "Nick". The signature is fluid and cursive, with a large initial 'N'.

Nick Houghton  
Managing Director Broker Network

**49 independent  
Brokers joined the  
Network in 2011 alone**

# it's our pleasure to meet you

Here at Broker Network, we don't deal in corporate jargon. We are only interested in maximising the strengths of your business to give you the edge that will set you aside from your competitors.

Whilst our Members enjoy being part of the UK's leading, preeminent Network of independent insurance brokers, their business identity is very much their own.

We know there are other Networks out there, but none work quite like we do.

**Your independence is our number one priority. Our Member resource is huge, with over 172 in-house staff supporting Members in growing their business - treble that of any other network!**

**The Broker Network  
Partner Panel is made  
up of 30 Insurers including  
all leading carriers**

# improve your insurer relations

To help your trading relations run that little bit smoother, Broker Network brings you closer to leading insurers. Our market-leading status allows us to negotiate substantial deals with the UK's largest personal, commercial and niche insurers. So whether you're looking for an improved insurance policy, an exclusive deal or a better commission rate, Broker Network can help you achieve results.

Become a Member today and you will benefit from:

- Wider access to markets and an extensive range of products
- Enhanced commission rates
- Rate advantages on an extensive selection of policies
- Improved leverage with Partner Insurers

- Exclusive facilities via Broker Network Underwriting (BNU)

As an Associate Member we will introduce you to the groundbreaking Network Trading Room\*, an exclusive in-house facility where you will be able to work closely with our Partner Insurers to trade. Furthermore, we will offer you unlimited access to our online trading portal e.Market where you'll have access to the latest insurer products at a competitive rate.

Whilst we will fully immerse ourselves in strengthening your company, we certainly won't overshadow your independence.

**With a combined Membership of 700 Brokers, we are the UK's largest and most powerful Network.**

**The Compliance service  
we offer is professional,  
efficient and valuable**

# better your business

Once you become an Associate Member you will be exposed to a range of business services aimed at improving your business. The Compliance service we offer has become one of our Network's most invaluable offerings and is just one example of how we aim to better your business.

Here's a taste of the services we provide:

- A dedicated Compliance Consultant to provide onsite visits<sup>1</sup>
- Unlimited telephone support

- An extensive Compliance remote monitoring service<sup>2</sup>
- Online access to reference material and documentation
- Quarterly updates via our newsletter 'What's Hot'

**The Compliance service is there to provide you with peace of mind and to identify any compliance weakness your business may have.**

<sup>1</sup> During your first year of Membership

<sup>2</sup> Annually from your second year of Membership

**In 2011 our Business  
Development Managers  
made over 2,400  
Member visits**

# adding a personal touch

When you become an Associate Member you will be assigned a dedicated Business Development Manager (BDM) who will work alongside you to ensure you're getting the very best from your Membership. Your personal BDM will work closely with you to generate business ideas, introduce profitable strategy plans and offer friendly, well-informed advice.

Your BDM can make a real difference:

- BDMs look after an average of 30 Network Members each
- Your BDM will drive maximum value from the Network's facilities

Your BDM will visit your office regularly to familiarise themselves with you, your staff and more importantly your business. Once your

BDM has a strong understanding of how your business works, their aim is to strengthen your potential and help you develop into a more profitable and productive brokerage.

Each of our BDMs has proven knowledge of the industry; they can provide expert business planning advice, create and implement ideas and support you in your insurer relationships. Essentially, your BDM is on-hand to help you unlock your potential and maximise sales.

**Our BDMs have worked with Associate Members to analyse placement profiles in order to maximise income.**

**100% of Members say  
we treat them with  
respect, both as an  
independent business  
and a valued customer**

# now that we've whet your appetite...

Broker Network offers you an abundance of invaluable services that are proven to help your independent brokerage thrive. So why not take advantage of the UK's leading insurance Network and see how far your business can go?

Now's your time.

T: 0844 248 0037  
[enquiries@brokernetwork.co.uk](mailto:enquiries@brokernetwork.co.uk)

**Our Members shape our Network**

**Broker Network**

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