

Start as you mean to go on...

Broker Network has always advocated the independent broking sector and continues to champion the independence of our Members as the Network grows. After years of doom and gloom, we believe that now is the time for new businesses to prosper and start changing the industry's current landscape – but we need start-up businesses like yours to make a real difference.

Our ambition to introduce more brokers onto the market may seem bold, but because our Network is the UK's first and most prominent, we're confident – in fact make that certain – that your start-up business has the potential to go far.

As well as having practical know-how, we also have entrepreneurialism in our blood – after all we set up our own business and have evolved ever since. We understand how starting a business can be both exciting and challenging, but we promise to match your enthusiasm, energy and drive every step of the way.

The Start-Up package will not only boost what may just be an idea at this stage, but will benefit you well into the future.

Our approach

The role of our Network is to get your business safely off the ground and continue to offer support as you steadily grow. One thing we certainly won't do though is compromise the independence of your business. This is your race; we just want to help you win it.

What do you get?

The Start-Up package creates a whole host of benefits, but its first and perhaps most attractive is that it gives you the **ability to trade**. Since we introduced this proposition, all of our Start-Up brokers have achieved the agencies they wanted with our leading Partner Insurers, including Aviva, Ageas and Zurich.

We can also provide automatic **Terms of Business Agreements (ToBAs)**¹ for over 200 Towergate products, including niche business, with highly competitive commissions.

What's more, to help you get your brokerage launched and ready for business, we've created a step-by-step **Start-Up Pathway**, which takes full advantage of all our internal resources including HR, Finance, IT and Marketing to name but a few.

Once you're fully up-and-running, your business can enjoy an average commission of 18.5%², compared to just 14% for stand-alone brokers outside our Network, plus full access to our business services.

When first entering the broker market, it's imperative that the technology systems you use are reliable. So if you haven't yet chosen your IT platform we can introduce you to Acturis and Open GI, two of the UK's leading broker software solutions providers which offer a range of IT packages, easing your administrative workload.

We can also introduce you to PowerPlace, the market-leading providers of commercial products via Open Trader. Using PowerPlace, you'll be able to easily obtain comparative quotations and produce all of your documentation, saving you both time and money.

¹ Subject to credit checks

² Based on 95 independent Members in the Network for three years. Correct as at February 2011

Turn your business idea into a reality

What next?

Once your business is launched, our support doesn't come to end because remember, we're looking to strengthen your brokerage long into the future.

As a new Start-Up Member you will also be allocated your very own Business Development Manager (BDM), who will act as your principal point of contact with our Network. They will take the time to get to know your business and will introduce you to our business and insurer services including:

- **Compliance** – Our compliance personnel will be on-hand to ensure that your business complies with new FSA/FCA policies. They will deliver training so that you are fully prepared for the proposed increase in regulations.
- **Broker Network Underwriting** – Known as BNU, our underwriting agency is exclusively available to Brokers who are part of our Network. It capitalises on the collective strength of our Members to negotiate unique products and preferential rates with leading insurers.
- **Insurer Relations** – As well as negotiating high quality deals with the UK's leading insurers, this department is also responsible for Terms of Business Arrangements (ToBAs) and agency agreements.
- **Marketing** – Develops an integrated marketing campaign by utilising our marcomms, telemarketing, PR, copywriting and design expertise.
- **IT** – Our IT department not only maintains close links with Acturis and Open GI, enabling it to offer you bespoke deals, it also offers a support desk service.
- **HR** – Provides expert guidance to ensure you remain compliant with the ever-changing and complex world of employment law.
- **Learning and Development** – Provides you and your employees with a range of workshops to support and motivate you.
- **Finance** – We will look after your client accounts and handle all commission payments, thus easing your administrative burden and leaving you free to build your business. To make your life even easier you can also choose to receive our insurer reconciliation service.³
- **Network Trading Room (NTR)** – The NTR brings you closer to our in-house Partner Insurers, improves the standard and frequency of insurer quotes and generates new lines of business for your brokerage.
- **Access to markets** – Gives you complete access to a wider range of restricted markets including Lloyds' London market.

If you want to be part of a new stream of independent brokers, our Start-Up Pathway takes you through each step. To request the Pathway call us on **0844 248 0037** or email **enquiries@brokernetwork.co.uk**

Starting your own business is no mean feat especially in today's cut-throat market, thankfully though, the team at Broker Network were there just when we needed them. The services they offered were truly invaluable; we were able to visualise and mould a business based on the fantastic guidance they gave us. The Start-Up package was massively helpful and I'd honestly recommend it to anyone considering launching a new business.

Nick Inge
Opus Insurance

You'll go further with Broker Network

³ Please note, there is a charge to this service