



Being in the Network
enables my business
to trade competitively
and deliver a win-win
relationship with my clients.

PREMIER MEMBER



THE VOICE OF INDEPENDENT BROKING

Founded in 1994 by a regional broker, Broker Network has grown to become the UK's largest network of independent brokers. Many of our in-house experts come from a broking background so we get what being a broker is all about; the challenges you face and the opportunities you want to grasp. The Network's success is built on the collective strength of its members who want to retain their independence, have a competitive edge and maintain a strong voice within the industry.

We make it our mission to understand your business and our distinctive approach has been developed with our members' needs at the heart of everything we do. No matter what size your business is we have a range of unparalleled services which will assist you and your company with growth, protection and support, whilst at the same time allowing you to remain wholly independent.

We truly believe in providing the personal touch and our proposition is underpinned by strong relationships with leading insurers, wholesalers and MGAs who in turn appreciate that we place our members at the centre of all we do.

Through a trusted local team you will be provided with cost-effective solutions to give you peace of mind in this ever-changing regulatory environment.

Be part of the network that supports the growth and protection of independent brokers.

DON'T JUST TAKE OUR WORD FOR IT...

"So often the 'small guys' do not receive the support and protection we need to grow. Being part of the Network allows us to obtain terms from partner insurers despite our individual account size."

Chris Chapman, WRS Insurance Brokers

"Whenever we need advice or a second opinion, there's always someone to help."

Sunil Shah, C&M Insurance

"Without Broker Network taking both the time and considerable trouble to make us step back, take a dispassionate look at our business and take the decisions necessary, then our Growth plan would not have been possible."

Nicholas Martin, Guy Penn

"The support we received from Broker Network has been critical. We gained funding for recruitment projects, potential team lifts and acquisition targets. This allowed us to grow quickly and develop a strong brand in the marketplace."

Andy Smallwood, Colmore Insurance Brokers

"When we joined Broker Network, it was all about security, agencies and higher commission levels, but now Broker Network offers us help and guidance alongside a range of other benefits like Accounts, HR, Training, Compliance and Marketing, and there's always a phone number to ring if we've got a query or an issue where we need help to find a solution. Without Broker Network, we wouldn't have known where to go when we started."

Gary Holland, Schofield Insurance Brokers Ltd

WHO ARE WE

A TRUSTED FRIEND IN A COMPETITIVE MARKET



IAN CLARK
EXECUTIVE CHAIRMAN

Ian was a senior partner at Deloitte, leading the Insurance Mergers & Acquisitions and Strategy practice prior to joining the Network in March 2016. He has broad insurance experience having advised the broking sector for over 30 years and has been personally involved in much of the sector's key M&A activity. In addition Ian has also acted as a BIBA advisor and a former Government appointed Board Member of the IBRC.



ANDY FAIRCHILD
CHIEF EXECUTIVE OFFICER

Andy has held the position of CEO at Broker Network since August 2014. Prior to joining the Network he worked at Footman James, a Towergate-owned classic car and bike insurance specialist. Andy has a wealth of industry experience including spending time on the UK Board of Axa, latterly as Chief Operating Officer. He also held various Business Development roles with both Royal Insurance and Commercial Union before establishing the Insurance & Customer Service proposition at First Direct.



SIMON DREW
CHIEF FINANCIAL OFFICER

Simon joined Broker Network in July 2015 from Crawford & Company where he was Senior Vice President – Strategy & Commercial Finance for EMEA and Asia Pacific, focusing on financial planning, analysis and strategy for 48 countries. Simon has spent the past 11 years in the insurance sector, working for large corporates such as Aon and smaller VC & PE backed businesses. Prior to his period in insurance he spent 13 years in Pan European Logistics with P&O & DFDS.



RICHARD PITT
CHIEF NETWORK OFFICER

Richard joined the Network in 2013 from an in-house insurance brokerage which dealt with SME customers of RBS and NatWest, where he was Head of UK Insurance Business Solutions Ltd. Richard has a vast knowledge of the industry having designed, built and implemented a number of successful revitalised propositions, for insurers, brokers and MGAs.



TIM ROLFE
CHIEF PRODUCT & UNDERWRITING OFFICER

Tim joined Broker Network in April 2016 from Lloyd's insurer, Canopus where he held the position of UK Specialty, Chief Executive from 2011. During this time, Tim built a specialty, niche and scheme business with a full range of diverse products, accessible through all forms of distribution. Prior to this Tim was CEO at UK General, part of the Primary Group, having previously held a number of senior roles at Aviva.



DES O'CONNOR
CHIEF COMMERCIAL OFFICER

Des held the position of Chief Commercial Officer at Brightside Group before joining Broker Network in March 2016. Prior to that, he was Managing Director of Gallagher Insurance Solutions for three years, part of Gallagher Heath, having been Managing Director of the Binding Authority and Facilities Division at Gallagher London from October 2006 to December 2011.

HOW WE STAND OUT FROM THE CROWD

OUR OFFERING

With the growth, protection and support of our members woven into our DNA, the extensive team at Broker Network offers members a range of unparalleled services including HR, Marketing, Risk & Compliance, Client Money, Access to Markets and an exclusive MGA.

We make it our mission to help raise the profile of insurance broking within the UK; and assisting members in promoting their own initiatives, such as schemes development, is important to us.

INDEPENDENTLY THINKING

We're an independently thinking Network which offers members the best of both worlds. You will retain your independence as a regional broker whilst at the same time benefiting from a wealth of resource and capability from the Network.

EXCLUSIVE PRODUCTS AND SCHEMES

We want our members to benefit from our strong relationships and extensive choice of products. Many of the products and services we offer are exclusive and non-transferable to members due to the relationships we have forged over the past 25 years, with a panel of over 30 insurers. These range from household names such as Ageas, AXA, Allianz and Zurich to specialists such as Lloyd's of London insurers.

Our exclusive MGA, Broker Network Underwriting, is an integral part of the Network and offers members exclusive products which bring added value, differentiation and a competitive edge to your business.

OUR DEDICATION TO YOU

Our in-house team of experts will work tirelessly for you and your business to ensure that you stand out from competitors. Whether you're speaking to our HR team or a Compliance Consultant you can expect to talk to someone who is passionate and dedicated to delivering a great service. For us it's not just business, it's personal.

We employ the UK's largest Broker Development Team of any network, who are dedicated to you and therefore able to gain a real understanding of your business and your specific needs.

LARGEST COMMUNITY OF IN-HOUSE EXPERTS WHO
ARE DEDICATED TO BROKER NETWORK MEMBERS



ACHIEVING GROWTH

Growth means different things to different people, however no matter what organic growth means to you Broker Network can help you with a wide range of guidance and practical assistance. One critical element to growth is, how do brokers achieve organic growth? With that in mind we have developed a programme that focuses on assisting our members in achieving organic growth ambition. This will be achieved by sharing how the best of the best achieve such growth in bite-sized chunks over an extended period of time.

The Organic Growth Programme is a series of six events over a two year period to assist you in implementing what you have learnt from the programme into your business.

All too often when seeking organic growth most members go straight to Marketing-led new business, and miss out on the simplest methods of organic growth without spending any money. For this reason our Programme will focus on growth through three lenses:

- Achieving organic growth while writing no new business at all
- Organic growth as a result of new business that is not Marketing-led
- Organic growth as a result of new business that is Marketing-led

THE BROKER NETWORK FAMILY



Our members are at the heart of everything we do. Our mission is to help Grow, Protect & Support you as thriving, independent, community-based brokers. This is achieved via a range of services tailored to suit both your company and budget requirements to help your business thrive.



Broker Network Partners assists brokers in transforming their business. With our unique offering we help you achieve what you need. We can offer minority or majority funding, as well as bringing together community-based independent brokers via a 'matchmaking' service, ultimately creating regional broking powerhouses. We understand broking which is why we work with our members to offer favourable exit strategies if and when they wish to sell.



Broker Network Products provide members with access to a growing range of products and schemes; many of which are exclusive. These products give you solutions for all classes and categories of risk (across personal and commercial lines) providing you with a competitive advantage.

A vibrant blue sky with scattered white and yellow-tinted clouds. The clouds are fluffy and vary in size, with some appearing more prominent and others as wisps. The overall scene is bright and clear, suggesting a sunny day.

BROKER NETWORK – THE ORIGINAL NETWORK FOR **INDEPENDENT** BROKERS

CHOOSE THE RIGHT PACKAGE FOR YOU

The summary table opposite outlines the services available across our membership packages which can be tailored to suit both your business and budget requirements to ensure the **growth**, **protection** and **support** of your business.

PREMIER

The ultimate partnership package; offering you a range of unparalleled services to help your business grow, trade compliantly and get extra support.

ADVANTAGE

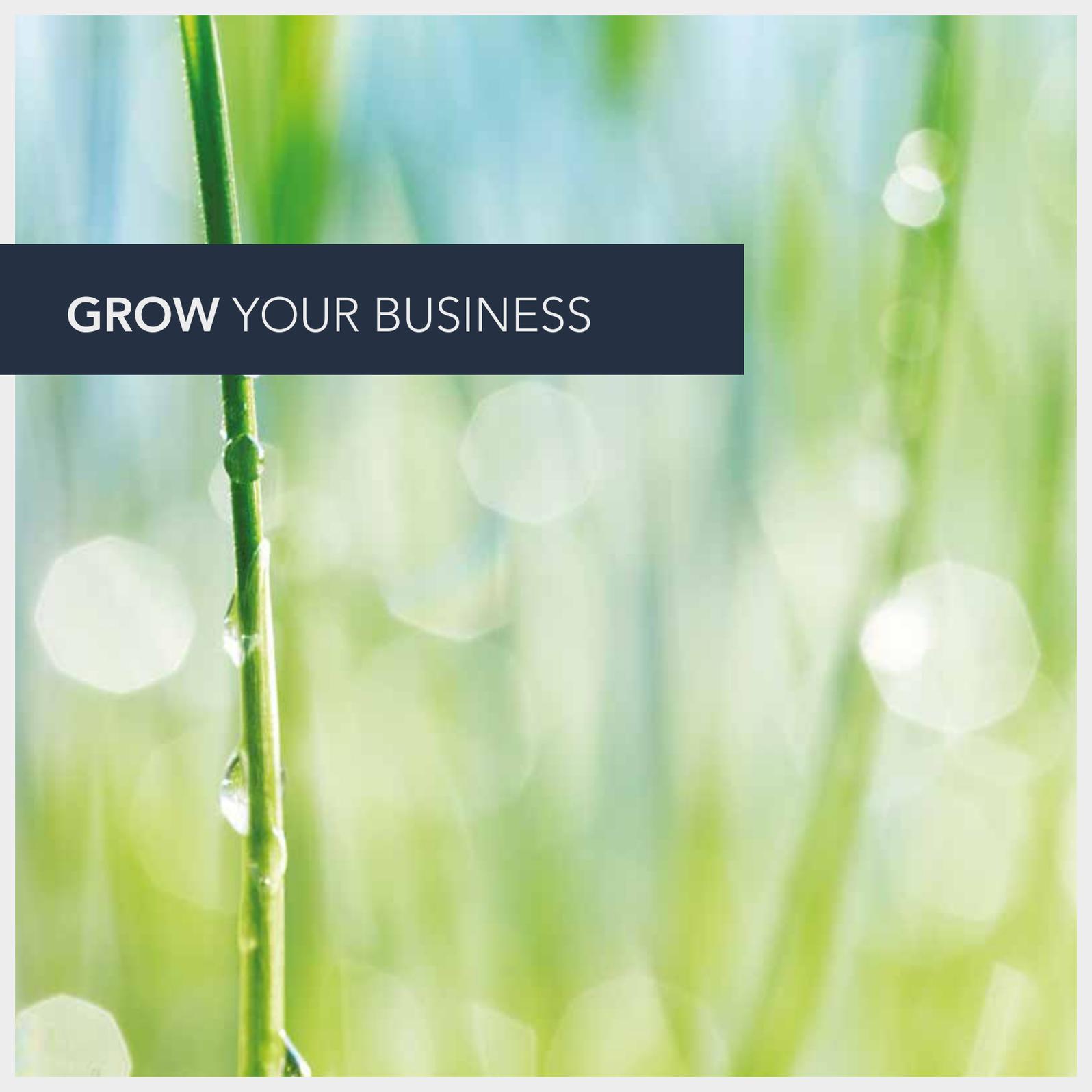
A specially selected option to assist in developing your business, manage regulation and make your life easier.

CONNECT

Access to exclusive products designed to boost your profits and grow your business.

		CONNECT	ADVANTAGE	PREMIER
GROW	Access to Insurers and Underwriting Agencies	✓	✓	✓
	Bespoke Broker Network Products	✓	✓	✓
	Business Development	✓	✓	✓
	Placement Team	✓	✓	✓
	Broker Network branded e.Trade products	✓	✓	✓
	Access to Enhanced Commissions	✓	✓	✓
	Access to London Market	✓	✓	✓
	Exclusive MGA – Broker Network Underwriting		✓	✓
	Acquisition Assistance including Matchmaking and Funding		✓	✓
	Member Schemes		✓	✓
	Marketing		✓	✓
	Business Planning Consultancy including Healthcheck			✓
	Income Optimisation	✓	✓	✓
PROTECT	Regulatory Compliance		✓	✓
	Agency & TOBA Management			✓
	CASS Consultancy			✓
	Regulatory Risk Management			✓
	Client Money			✓
SUPPORT	Member Support – member enquiries	✓	✓	✓
	Member Communications & Events	✓	✓	✓
	HR Consultancy		✓	✓
	Member Training		✓	✓
	Discounted BIBA Membership			✓
	Discounted Recruitment/Claims Rates		✓	✓
	Systems Support		✓	✓
	Corporate Events and Hospitality			✓

✓ Denotes optional services



GROW YOUR BUSINESS

A winning combination of unique products, commissions and market access, together with specialist expertise to help your business thrive. Flexible options can be discussed to suit your business needs.

INSURER RELATIONS

- Access to a wide panel of Insurers and Underwriting Agencies
- Access to Enhanced Commissions
- Access to London Market
- Access to Insurer Products

BUSINESS DEVELOPMENT

- Access to dedicated BDMs to assist growth and provide support
- Identify, Develop & Support Rollover/Growth/Consolidation & Scheme opportunities
- Assisting with Insurer Disputes/Conflicts
- Business Consultancy Days
- Product Training
- Organic Growth Assistance – two year programme (additional charges apply)
- Income Optimisation
- Broker Network branded e.Trade products
- Access to the Member Scheme Directory

MARKETING

- Access to 'How To Guides' via the Marketing Portal
- Access to Content Library via the Marketing Portal
- Access to Self Service – Campaign Creator, Web 2 print, Email creator via the Marketing Portal
- Telemarketing (additional charges apply)
- Data provision for Telemarketing purposes (additional charges apply)
- Creation and development of an integrated marketing plan
- Design/review of Branding and Design
- Design, hosting and ongoing support of website (hosting charges may apply)
- Social Media and Digital Marketing Consultancy

ACQUISITION ASSISTANCE

- Matchmaking
- Funding assistance

PLACEMENT SUPPORT

- Sourcing solutions with insurers or third party suppliers for difficult to place risks

BROKER NETWORK UNDERWRITING (BNU)

- Exclusive and non-transferable Broker Network products

PROTECT YOUR BUSINESS



The most extensive in house compliance, risk and client money service in the UK. An exceptional service for complete peace of mind in the face of an increasingly challenging regulatory environment. Flexible options can be discussed to suit your business needs.

REGULATORY COMPLIANCE

- Annual Compliance Healthcheck
- Compliance Help Desk
- Compliance Manual
- Customer Letter Suite and Evidence Frameworks
- Compliance Reference Library and Newsletter
- Compliance Support Visits
- Thematic Review/FCA Assessment Support
- Support for FCA Applications, Notifications and Reporting

REGULATORY RISK MANAGEMENT

- Business Risk and Continuity Consultancy
- Financial Crime and Information Governance Consultancy
- Management Information Consultancy
- Treating Customers Fairly and Conflicts of Interest Consultancy
- Smarter Broking – Sales and Administration Consultancy
- Training Needs Analysis
- Delegated Authority and Wholesale Broking Consultancy
- Appointed Representative Consultancy
- Product Lifecycle Consultancy

FINANCE ADMINISTRATION

- Client Money handling service
- CASS Consultancy
- Insurer Reconciliation (additional charges apply)

AGENCY

- Agency Management
- TOBA Management – Compliant TOBAs with approximately 600 Insurers/MGAs and wholesale Brokers



SUPPORT YOUR BUSINESS

We'll support you every step of the way with unique networking opportunities and a specially selected added value package to make your life easier. Flexible options can be discussed to suit your business needs.

SYSTEMS SUPPORT

- System Support Helpdesk (Acturis, OGI & TAM)
- Systems Audit (Acturis, OGI & TAM) (additional charges apply)
- Acturis & OGI user group
- Management and Operational MI pack review (Acturis & OGI)
- Systems Efficiency and Optimisation Consultancy (Acturis & OGI)
- Systems Integration or Migration Consultancy (Acturis, OGI & TAM) (additional charges apply)

MEMBER TRAINING

- Professional Qualifications – Cert CII/Dip CII (additional charges apply)
- Regulatory Training – Broker Assess and e.Academy (additional charges may apply)
- Sales Training – four levels; introduction via Webinar or Broker Assess. Intermediate, Advance, Telesales via Face-to-Face courses. (Additional charges apply)
- Business skills and personal development (Virtual Classroom Training or Broker Assess)
- Leadership and Management – supervisory skills training (Face-to-Face). Introduction to Leadership and Management (Virtual Classroom Training or Broker Assess) (additional charges may apply)
- Technical Insurance Training – Insurer Technical and Risk Management Training (Webinar or via Broker Assess)
- IT Skills and Systems Training (additional charges may apply) – we offer several Face-to-Face courses covering Excel, Acturis and OGI

MEMBER SUPPORT

- Helpdesk Support for Member Enquiries
- Networking Hub Access
- Member Compliments, Complaints & Feedback

HR CONSULTANCY

- HR Newsletters
- HR Remote Healthcheck
- HR documents and templates
- Hot topic Webinars
- Helpdesk Support and Consultancy on issues ranging from Absence Management, Employee Handbook and Contracts to Grievance and Disciplinary
- Business Restructuring and Assistance
- Free Legal Expenses via DAS

MEMBER COMMUNICATIONS & EVENTS

- Access to an online document and information portal – Networking Hub
- Regular emails from the Network updating you on our latest news
- Invitations to a number of social events throughout the year
- Access to press releases promoting the voice of independent broking

AFFILIATES

- BIBA Membership (additional charges may apply)
- Staff recruitment services (additional charges apply)
- Claims Dispute Assistance (additional charges may apply)

Becoming part of the UK's largest community of regional independent brokers gives you the best of both worlds; allowing you to retain your independence whilst also benefiting from the Network's industry force.

PREMIER MEMBER

LET'S TALK

To discuss membership options, and a package that is right for your business, talk to us today.

We look forward to working with you.

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