





# WELCOME

Broker Network is the original network for independent brokers.

As the broking landscape has changed and evolved, Broker Network has continued to grow and now encompasses around 600 members. Our collective strength is a significant force in the industry giving members peace of mind that they can retain their independence.

We have a unique recipe for success – offering your business **growth, protection and support**. These benefits are as relevant today as when we first invented the sector.

Over the years we've refined and honed our service in response to brokers needs and the changing regulatory environment. All the time allowing our members to stay one step ahead – as ultimately your success is our success.

Our distinctive approach is based on long term and productive partnerships underpinned by key principles of integrity, openness and being straightforward in everything we do.

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

# PREMIER

Premier membership is our ultimate partnership package; offering you a range of unparalleled services to make you more money, trade compliantly and receive additional support.

## GROW

A winning combination of unique products, commissions and market access, together with specialist expertise to help your business thrive.

### ACCESS TO INSURERS

- Broker Network Partner Insurers
- Partner Insurer Events
- Partner Insurer Technical Training

### BESPOKE BROKER NETWORK PRODUCTS

- Broker Network Underwriting Products
- Broker Network Partner Insurer Products
- Broker Network London Market Products

### ENHANCED EARNING POTENTIAL

- Access to Enhanced Commissions
- Income Optimisation Opportunity
- Developing Rollover Deals
- Solutions for Large, Complex and Awkward Risks
- Product Awareness

### BUSINESS DEVELOPMENT

- Business Development Manager Relationship
- Strategic Business Consultancy
- Senior Management Visits
- Business Plan Review
- Succession Planning

### MARKETING

- Marketing Plan Review and Consultancy
- Branding and Creative Design
- Website Design, Optimisation, Content and Development
- Social Media Support
- Email Marketing
- Telemarketing

## PROTECT

The most extensive in house regulatory compliance, risk management and client money service in the UK for complete peace of mind.

### REGULATORY COMPLIANCE

- Annual Compliance Audit
- Compliance Help Desk
- Compliance Manual
- Customer Letter Suite and Evidence Frameworks
- Compliance Reference Library
- Compliance Newsletter
- Broker Assessment Academy
- Compliance Support Visits
- Onsite Support for Complex FCA Applications
- Helpdesk Support for General FCA Notifications and RMAR Queries
- FCA BRAW Support
- FCA Thematic Preparation
- FCA Verification and Supervisory Visit Support and Remedial Action Planning

### 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 Consultancy
- Appointed Representative Consultancy
- Product Lifecycle Consultancy

### CLIENT MONEY

- Client Money handling
- CASS Consultancy
- Insurer Reconciliation

### AGENCY AND TOBA COMPLIANCE

- Agency Administration and TOBA compliance

## SUPPORT

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.

### HR & LEARNING & DEVELOPMENT

- HR Consultancy Advice
- Contracts of Employment
- Employee Handbook and Policies
- Remote HR Audit / Health Check
- Recruitment Advice
- Online Satisfaction Surveys
- Free DAS Legal Expenses Cover
- HR Documentation and Templates
- Learning and Development
- Broker Assess e.Academy
- Onsite training

### SYSTEMS SUPPORT

- System Support Help Desk (Acturis & OGI)
- Systems Consultation (Acturis & OGI)
- Bespoke Training (Acturis & OGI)
- User Group (Acturis)
- Systems Installation Training (Acturis)
- MI Pack Tutorial (OGI)
- System Review (Acturis & OGI)

### MEMBER SUPPORT

- Help Desk Support for Member Enquiries
- Services Information
- Member Calls and Surveys
- Member Complaints
- Networking Hub Access

### MEMBER COMMUNICATIONS & EVENTS

- Networking News
- Networking Hub
- Networking Events
- Network Knowledge
- Networking Pulse
- Networking PR

### 3rd PARTY RELATIONSHIPS

- BIBA Membership
- 3rd party preferential deal – recruitment
- 3rd party preferential deal – claims disputes
- Football tickets

# ADVANTAGE

Advantage membership is a competitive option offering you a specially selected package to increase income, manage regulation and develop your business.

## GROW

Get a competitive edge with our powerful combination of unique products, commissions, market access and dedicated business development expertise

### ACCESS TO INSURERS

- Broker Network Partner Insurers
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### BUSINESS DEVELOPMENT

- Business Development Manager Relationship
- Succession Planning

## PROTECT

Ensure you're implementing compliant policies and procedures and you understand the FCA sourcebook.

### REGULATORY COMPLIANCE

- Annual Compliance Audit
- Compliance Help Desk
- Compliance Manual
- Customer Letter Suite and Evidence Frameworks
- Compliance Reference Library
- Compliance Newsletter
- Broker Assess e.Academy

## SUPPORT

Make your life a little easier by sharing insights with peers and staying ahead of the competition with product and market updates.

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**WE VALUE OUR LONG TERM PARTNERSHIP WITH BROKER NETWORK VERY HIGHLY. THE PROVISION OF INCREASED ACCESS TO UNDERWRITING FACILITIES, SUPPORT WITH COMPLIANCE AND REGULATORY MATTERS TOGETHER WITH ENHANCED EARNINGS IS A POWERFUL COMBINATION**

**KEN HILL, ERIC RAWLINS & CO**

# COUNTRYWIDE

Countrywide membership provides you with access to exclusive products designed to boost your profits and grow your business. Exclusive for Open GI users.

## GROW

Compete at a higher level with our leading products and commissions.

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## SUPPORT

Stay ahead with regular product and market updates.

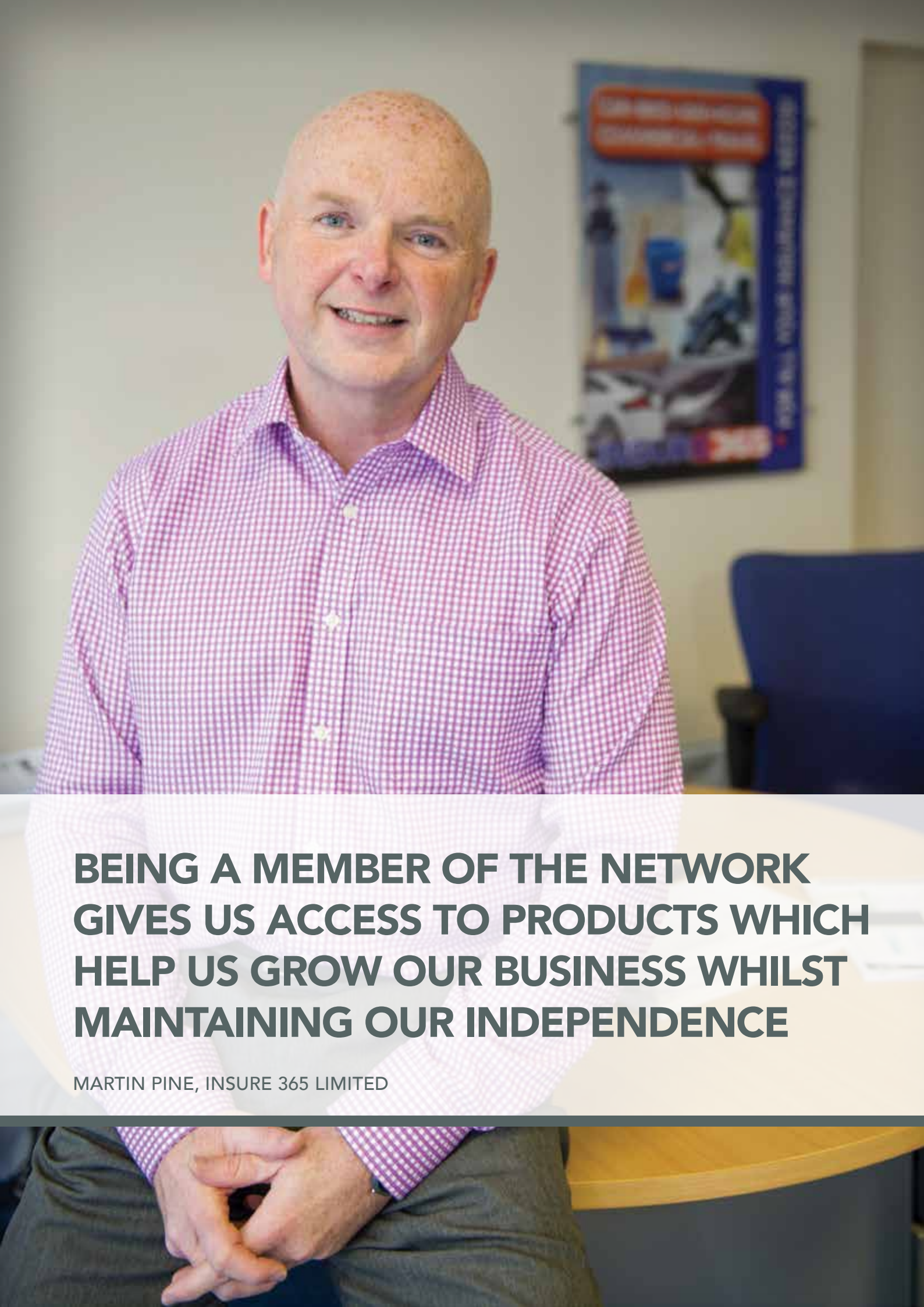
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GIVES US ACCESS TO PRODUCTS WHICH  
HELP US GROW OUR BUSINESS WHILST  
MAINTAINING OUR INDEPENDENCE**

MARTIN PINE, INSURE 365 LIMITED

# PREMIER – START UP

Premier Start Up membership is based on our Premier proposition, offering a range of comprehensive services to get your new brokerage up and running. Then help with growing your new business, compliant trading and extra support during the early years.

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**WHILST WE ARE AN EXPERIENCED GROUP OF INSURANCE PROFESSIONALS, BROKER NETWORK MADE THE PROCESS OF SETTING UP OUR OWN INSURANCE BROKERAGE FAR EASIER FOR US AND HAVE BEEN A GREAT SUPPORT**

ANDY COPELAND, COLMORE INSURANCE

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