



Welcome to our Broker Elevate Community

Accelerating growth through
closer partnerships





	Kickstart Kickstarting our relationship	Entry Telephone Account Manager (large broker panel)	Bronze Our Bronze value added package is designed to build relationships Telephone Account Manager (large broker panel)	Silver Our Silver package encourages growth with access to training opportunities Telephone Account Manager (medium broker panel)	Gold This package has been designed to give you a range of tools to help you take a wider view of your business and help accelerate the growth of your business Account Manager (small broker panel)	Platinum The Platinum package helps you to identify areas for growth and improvement in your business which can elevate performance, increase business and maintain and improve client retention External Account Manager (small broker panel)
Account Management	Telephone Account Manager (small broker panel)	Telephone Account Manager (large broker panel)	Telephone Account Manager (large broker panel)	Telephone Account Manager (medium broker panel)	Account Manager (small broker panel)	External Account Manager (small broker panel)
Service Expectation	<ul style="list-style-type: none"> Early engagement and proactive onboarding process Available to support you when you need us Supplemented by digital marketing Quarterly Business Review to share performance and improve how we work together Working together to retain cases and target new opportunities Proactive pipeline management 	<ul style="list-style-type: none"> Telephone Account Manager (Large broker panel) Supplemented by digital marketing 	ENTRY EXPECTATIONS PLUS: <ul style="list-style-type: none"> Half-yearly Business Review to share performance and improve how we work together Working together to retain cases and target new opportunities Support with accessing Bronze value add benefits 	BRONZE EXPECTATIONS PLUS: <ul style="list-style-type: none"> Opportunity to work together to create a joined-up business plan Quarterly Business Review to share performance and improve how we work together Large case and sales pipeline management Support with accessing Silver value add benefits 	SILVER EXPECTATIONS PLUS: <ul style="list-style-type: none"> Regular contact to manage individual requirements and share AXA appetite Bespoke contact strategy agreed with you, to include face to face visits where required x-Access to Branch Senior Management Team where required Support with accessing Gold value add benefits 	GOLD EXPECTATIONS PLUS: <ul style="list-style-type: none"> Diarised, regular face to face visits Exclusives agreed within 48 hours subject to trade / appetite Support with accessing Platinum value add benefits
Deal	N/A	N/A	N/A	Variable profit share	Variable profit share	Bespoke deal
Conditions	N/A	N/A	N/A	<ul style="list-style-type: none"> Each year we will look to offer a deal that rewards partnership and profitable long-term growth Qualifying criteria will apply 	<ul style="list-style-type: none"> Each year we will look to offer a deal that rewards partnership and profitable long-term growth Qualifying criteria will apply 	<ul style="list-style-type: none"> Bespoke deals available based on book performance and planned growth
Value Added Benefits	<ul style="list-style-type: none"> Discover over 100 learning modules on Brokerwise, our personal development platform Invitation to Broker Elevate events Learn online with any of our 50 live learning courses throughout the year 	<ul style="list-style-type: none"> Discover over 100 learning modules on Brokerwise, our personal development platform Learn online with any of our 50 live learning courses throughout the year Apply for your Brokerwise Passport, our training portal designed for new entrants into the insurance industry 	ENTRY BENEFITS PLUS: <ul style="list-style-type: none"> Invitations to general, regulatory and radar webinars 	BRONZE BENEFITS PLUS: <ul style="list-style-type: none"> Preferential rates for our market-leading MLP product Touch points from Branch Leadership team 	SILVER BENEFITS PLUS: <ul style="list-style-type: none"> Complimentary access to our customer profiling tool, endcustomer.co.uk (5 Users with 300 reports a months)* <small>*access for the calendar year only</small>	GOLD BENEFITS PLUS: <ul style="list-style-type: none"> Dedicated Claims Relationship Manager for Mid-Market cases over £100,000 Application to our annual AXA Broker Leader programme Application to AXA Together, our talent and recognition programme Invites to technical experience events



BROKER **ELEVATE**



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