

**Spencer  
Hayes**

**Insurance**



**Insurance Introducers**

## INTRODUCTION – SPENCER HAYES INSURANCE

Spencer Hayes Insurance combines years of experience with cutting-edge products to provide exceptional service and value to our customers. Our product offerings include insurance covers, products and risk management services, including speciality covers.

Our goal is to achieve long-term relationships focused on bringing value to business owners risk management and insurance programmes. We commit to utilising our collective talent to support their risk management and insurance goals.

We deliver the highest quality insurance programmes and strategic planning consultation services in a manner that is most suitable for clients to achieve their business goals.

We specialise in identifying activities that drive down claim frequency and severity, and implementing action plans to contain losses. We identify training needs and provide on-site assistance to actively address our clients loss sources and promote a safe work environment for their employees.

*“Clients and insurers alike are increasingly appreciative of this proactive approach due to the effectiveness of recognising areas of concern, effectively managing risks and mitigating any possible losses. All of which leads to true peace of mind for all parties.”*



## INTRODUCTION – INSURANCE REFERRALS

Here at Spencer Hayes Insurance we recognise that a commercial insurance offering dovetails extremely well into a broad spectrum of businesses providing various other services and products.

We have a vast experience of successfully partnering with a wide array of commercial insurance introducers over the past years. Due to this we are always looking to forge new relationships with people who wish to introduce their clients to us.

We pride ourselves in the level of service we provide and appreciate that a business's worst nightmare can be entrusting a third party to look after one of its clients – something close to our heart.

Bearing this in mind we are also flexible in how we deal with such referrals and are always happy to be as involved as you feel necessary.

We have multiple ways of how you wish for this to be transacted, and we very much 'stand out from the crowd' with our unique offerings. In addition to this we have created a bespoke introducers portal so you can track quotations and commission instantly, keeping you constantly up to date.

We pay a generous commission for any referral that results in a policy being taken and unlike a lot of our competitors, subject to agreement we pay ongoing commission each and every year the clients remains insured with us.

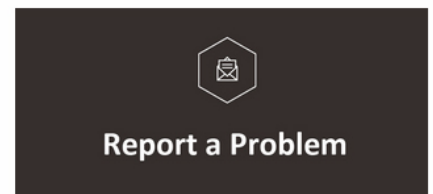
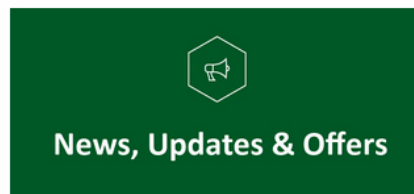
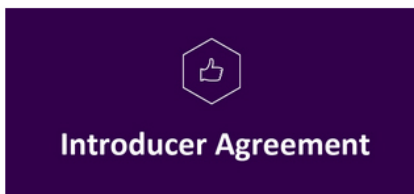
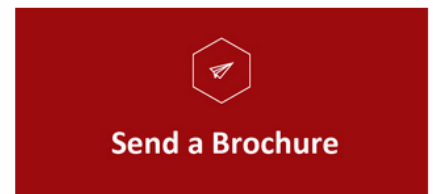
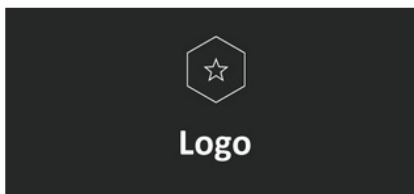
We feel this helps to build a long standing relationship.

*"We have a vast experience of successfully partnering with a wide array of commercial insurance introducers over the past years."*

# Bespoke Introducer Portal

## Welcome **Example Co Ltd.** to your **Dashboard**

Don't forget to [logout](#) when you're finished!



All of our introducers will have access to our bespoke portal which will enable you to be constantly be kept up to date surrounding all quotes, policies and commission.

The portal includes the following (but can be adapted to include more or less):

- Branded with your logo
- Commissions
- Introducer agreement
- Send out a brochure
- Details of New and Updates
- Ongoing Quotes
- Completed Quotes
- Closed Quotes



## Partnership Introducer

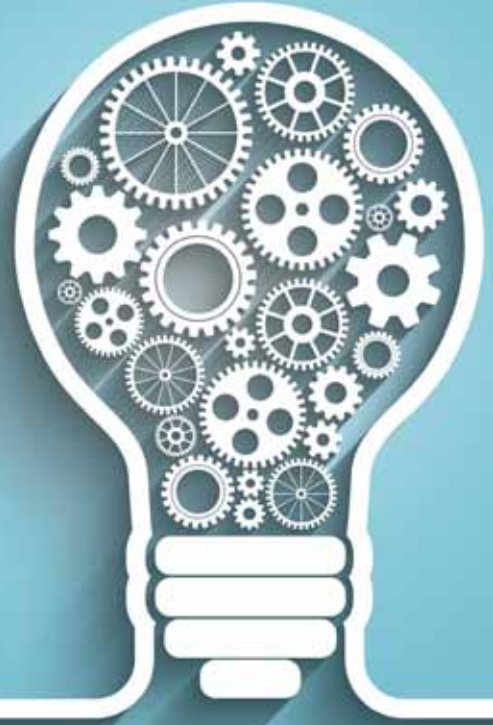
We have three types of introducer agreements, however if any of these do not fit your requirements, we would be more than happy to adapt to meet your requirements.

The first agreement falls under our Partnership agreement; it's the most traditional way our introducers refer business to ourselves.

How this works is that we come to an agreement upon the commencement of our partnership over how much commission you earn and how you wish for us to transact business with your clients. Once this is agreed this then progresses on a transactional basis where we will correspond with your client once you have provided the relevant contact details.

You will be granted access to our introducer portal so that you are constantly kept up to date.





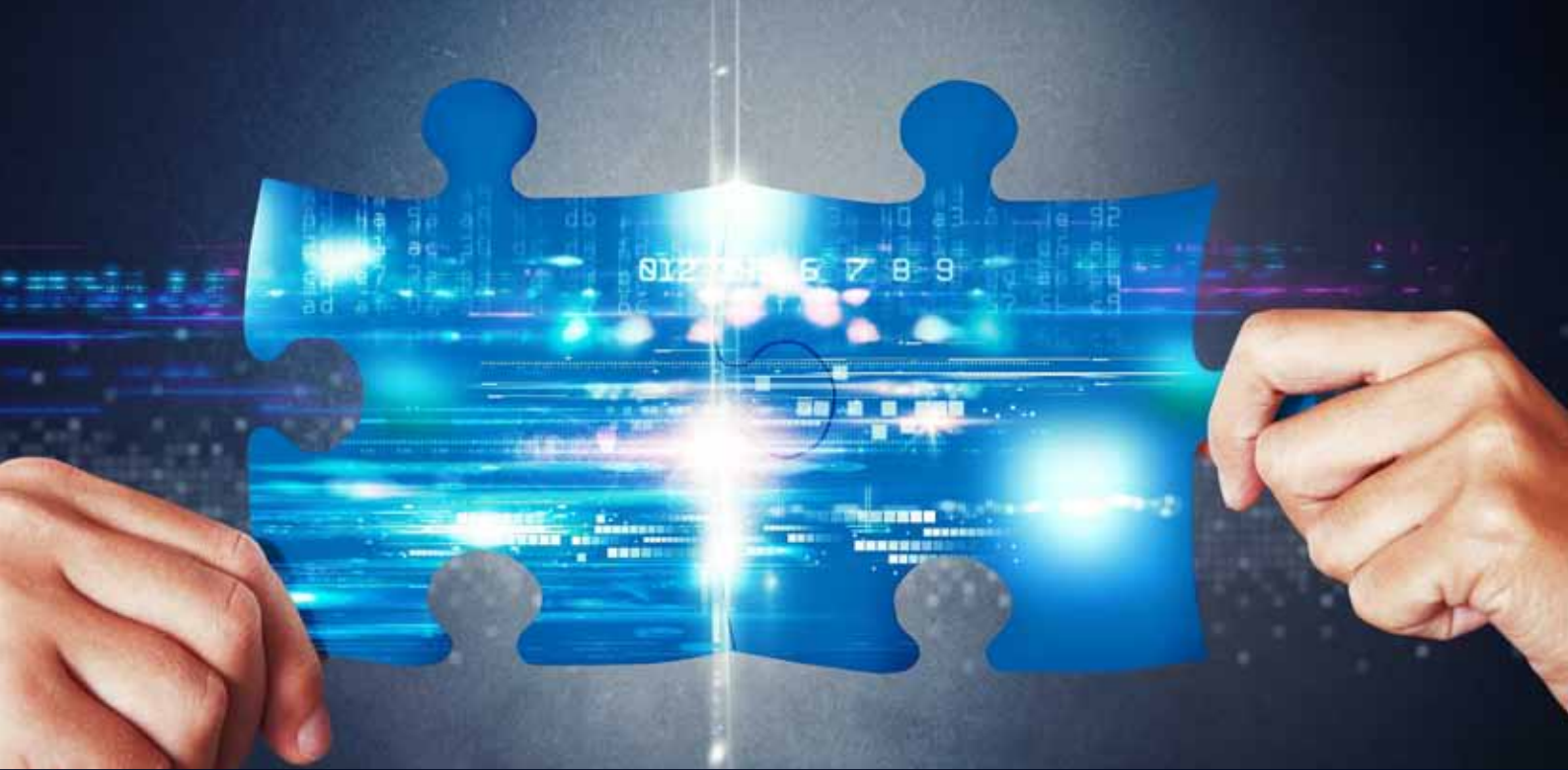
## Collaboration Introducer

The second agreement we have for our introducers is where we work more closely with each other, and not only transact business on a partnership basis, but we work in collaboration over a series of initiatives.

This has worked in the past in a varied number of ways, some of which are as follows:

- Jointly targeting certain prospective client groups to offer our collective services
- Creating bespoke schemes and/or policies for your clients/prospects which adds true value to your overall offering
- Utilising our marketing team to jointly contact old prospects/clients

Again, the agreement will be arranged in the first instance to outline commissions and to put all plans in place.



## Integration Introducer

This is the third agreement that we have in our offering and is generally, but not always, born out of an already existing introducer agreement with us.

To become an Integration Introducer would entail the creation of a branded insurance offering in your name. As an example, if your company was ABC Solicitors then we would create a trading style under the name of ABC Insurance.

We would create a website along with literature and branded stationery; however as the insurance expertise lies with ourselves along with any regulatory governance all calls and correspondence will still be dealt with by ourselves, just under the agreed trading style.

## **LIKE WHAT YOU SEE? WHAT'S THE NEXT STEP?**

If you are interested in what you see then please get in touch with us and we'll discuss what will best suit your requirements.

Once our initial discussion has been completed then we'd need to process our introducers agreement which would include agreed commission and services levels. In addition to this we would require the completion of our introducers form.

Get in touch to start bolstering your business today.

[www.spencerhayesinsurance.co.uk](http://www.spencerhayesinsurance.co.uk)

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