

## LifeQuote Administration Fee Structure

### What is LifeQuote Administration?

Hand over the admin to us - the only end-to-end service taking away the hassle and risk of writing protection, freeing you to find and advise clients. We make administering protection easy, managing the full application: from submission to the insurer, chasing GPs and dealing with underwriters.

LifeQuote Administration saves you **three hours per case\***, freeing you to meet and advise more clients. This timesaving allows advisers who use LifeQuote to write 20% more protection cases every month.

The below table outlines the fees. These are paid by Quilter on your behalf and then deducted from your commission account via OfficeWeb or IntelligentOffice.

LifeQuote Administration fees	Fee
<b>Policy submission only</b> <ul style="list-style-type: none"> <li>» tele-interview booked and completed</li> <li>» application keyed and submitted to insurer</li> <li>» case later abandoned/rejected/declined.</li> </ul>	£25
<b>Policy submission and immediately goes on risk</b> <ul style="list-style-type: none"> <li>» tele-interview booked and completed</li> <li>» application keyed and submitted to insurer</li> <li>» terms offered immediately and start date confirmed</li> <li>» early warning system to get lapsed policies back on risk and reduce commission clawback.</li> </ul>	£50
<b>Policy submission and underwriting - policy doesn't go on risk</b> <ul style="list-style-type: none"> <li>» tele-interview booked and completed</li> <li>» application keyed and submitted to insurer</li> <li>» liaising on underwriting; including GP reports, additional questionnaires, medical exam reports</li> <li>» adviser and client kept up to date throughout the progress</li> <li>» case later abandoned/rejected/declined.</li> </ul>	£70
<b>Policy submission and underwriting - policy goes on risk</b> <ul style="list-style-type: none"> <li>» tele-interview booked and completed</li> <li>» application keyed and submitted to insurer</li> <li>» liaising on underwriting; including GP reports, additional questionnaires, medical exam reports</li> <li>» adviser and client kept up to date throughout the progress</li> <li>» terms offered immediately and start date confirmed</li> <li>» early warning system to get lapsed policies back on risk and reduce commission clawback</li> </ul>	£90

## Benefits of LifeQuote Administration



Get time back to focus on advising and selling: three hours on average per case



Disclosure Protection frees you from the risk of administering protection applications



Early warning process to get lapsed policies back on risk, reducing commission clawback



Advisers that use LifeQuote Administration write 20% more protection cases



View all your client's cases, across all insurers, all in one place



A dedicated Case Manager and one point of contact for all your cases

## SmartCompare»»

### LifeQuote SmartCompare

- » LifeQuote SmartCompare is an insurer comparison tool available to all Quilter advisers via the LifeQuote Platform.
- » SmartCompare helps advisers easily, quickly and conveniently compare different protection products during the research stage.
- » Compares term products (including whole of life), income protection and critical illness, helping justify and support your recommendation. Save time versus searching insurer websites, KFDs and comparing product and price. Use the filter to allow you to search for specific product criteria.
- » Download the bespoke report and include it in your suitability wording, demonstrating your recommendation holistically in terms of product value and price. This also covers you for any compliance spot checks.
- » Recommending a product based on individual circumstances helps remove the risk of buyer's remorse and clients cancelling their policy (especially within the first 30 days) – reducing the risk of commission clawback.
- » Simple and intuitive to use, displaying results in a way that's easy to understand
- » Quilter advisers qualify for an exclusive rate, collected via Direct Debit on a monthly basis.

SmartCompare Access	Fee
First month unlimited SmartCompare access	Free
SmartCompare monthly cost thereafter	£6

To sign up for SmartCompare contact the LifeQuote Sales Support team at [salessupport@lifequote.co.uk](mailto:salessupport@lifequote.co.uk) or call 01243 79 11 99.

### SmartCompare cancellation

- » Advisers can cancel their SmartCompare subscription at any time, by contacting LifeQuote via the Sale Support team.
- » Please be mindful that no part refunds of the monthly fee will be returned and should the next direct debit amount be due within 15 days of your cancellation, we will collect the final Direct Debit amount prior to cancellation.
- » Please note we cannot offer a partial refund of the monthly fee once cancelled.