

BEST PRACTICE

for RENEWAL clients

✓ ALWAYS

- Have an open discussion about premium funding prior to your clients insurance renewal.
- Highlight that the client does not need to do anything, everything will be taken care of for them it really is that easy.

✗ NEVER

- Assume your client knows their premium funding will renew automatically and ensure you have the discussion with them prior to the opt out date located on their invoice

BEFORE & DURING Nothing else for the client to do

“ Your insurance premiums are coming up for renewal shortly. If you are happy with the same arrangement as last year, there is no need to fill out any contracts this year and we can take care of everything for you. ”

“ Last year you opted to pay your insurance premiums by the month, are you happy to continue with the same arrangement for this year? If so, there is nothing else you need do. ”

BENEFITS For your client

- **Cash Flow** – Fees up working capital for higher return income generating opportunities
- **Fixed Interest Rate** – Competitive rates fixed for term of loan, protecting against market fluctuations
- **Tax Deductible** – Interest charges may be tax deductible*
- **No additional security required** – The insurance premium itself acts as loan security
- **Funding won't interfere with existing finance** – Funding won't impact the ability to utilise an existing line of credit with their bank
- **Real time notifications** – when your client completes the application online they will receive updates automatically when the loan is submitted and approved