

Protection | Zenith to Zenith Agency Guide

An overview of the agency process for advisers moving from existing Zenith to the updated Zenith proposition.

Correct as at: 6th September 2017
V2.3

Provider	New agency required	Access Previous Agency?	Renewal commission subject to commission share	Pipeline business affected by Zenith terms	Indemnity terms	Online log in details remain the same	Provider Email
Aegon	Yes	Yes Old one remains open you must use the Zenith agency	No*	No	4 years	Yes	agency@aegon-service.co.uk
AIG	Only if you do not have one existing	Yes – same agency	5% on business written on the Zenith proposition	Yes 5% commission share	2 and 4 years	Yes	agency@aiglife.co.uk
Aviva	No	Yes	No	No	2 and 4 years	Yes	acinfo@aviva.com
Legal and General	No	Yes	No	No	4 years (Only 2 years if already in place**)	Yes	agency.enquiries@landg.com
LV=	No	Yes	5% on business written on the Zenith proposition	No	2 and 4 years	Yes	lv.agency@lv.com

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Royal London	No	Yes	No	No	2 and 4 years	Yes	distribution@royallondon.com
Scottish Widows	Yes	Yes	5% on business written on the Zenith proposition	No	4 years only	Yes	commission.support@scottishwidows.co.uk
Vitality	Only if you do not have one existing	Yes	5% taken from gross commission on business written pre & post Zenith agency	Yes 5% Commission Share	2 and 4 years***	Yes	lifecommissions@vitality.co.uk
Zurich	Yes	Yes	No	No	2 and 4 years	Yes	agency-support@uk.zurich.com



Initial commission will be subject to 5% commission share taken from the gross commission on business submitted after joining Zenith or prior for Vitality
 *Aegon don't pay renewal on Zenith **Only 2 years if already in place. ***2 years subject to vetting outcome.
 The availability of reduced indemnity terms is subject to firms meeting each relevant product provider's qualification criteria. All requests for a change in Indemnity terms must be made directly to the Provider and the availability of 2 year terms is not guaranteed.