

# Protection | Market to Zenith Agency Guide

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

Correct as at: 6<sup>th</sup> September 2017  
V2.3

Provider	New agency required	Access Previous Agency?	Does my previous agency remain open?	Renewal commission subject to commission share	Pipeline business affected with Zenith terms	Indemnity terms	Online log in details remain the same	Provider Email
<b>Aegon</b>	Yes	Yes Old one remains open so ensure you are using Zenith	Yes Ensure you use Zenith	No*	No	4 years	Yes	<a href="mailto:agency@aegon-service.co.uk">agency@aegon-service.co.uk</a>
<b>AIG</b>	Only if you do not have one existing	Yes	Same agency	5% on business written on Zenith	Yes 5% commission share	2 and 4 years	Yes	<a href="mailto:agency@aiglife.co.uk">agency@aiglife.co.uk</a>
<b>Aviva</b>	No	Yes	Same agency	No	No	2 and 4 years	Yes	<a href="mailto:acinfo@aviva.com">acinfo@aviva.com</a>
<b>Legal and General</b>	Yes	Yes	Yes for 3 months to clear pipeline	No	No	4 years (Only 2 years if already in place**)	Yes	<a href="mailto:agency.enquiries@landg.com">agency.enquiries@landg.com</a>

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LV=	Yes	Yes	Yes Ensure you use Zenith	5% on business written on Zenith	No	2 and 4 years	Yes	<a href="mailto:lv.agency@lv.com">lv.agency@lv.com</a>
Royal London	No	Yes same agency	Yes same agency	No	No	2 and 4 years	Yes	<a href="mailto:distribution@royallondon.com">distribution@royallondon.com</a>
Scottish Widows	Yes	Yes	Yes Firms must contact SW to close this ensure you use Zenith	5% on business written on Zenith	No	4 years only	Yes	<a href="mailto:commission.support@scottishwidows.co.uk">commission.support@scottishwidows.co.uk</a>
Vitality	Only if you do not have an existing one	Yes same agency	Same agency	5% taken from gross commission on business written <b>pre &amp; post Zenith</b> agency	Yes 5% Commission Share	2 and 4 years***	Yes	<a href="mailto:lifecommissions@vitality.co.uk">lifecommissions@vitality.co.uk</a>
Zurich	Yes	Yes	No	No	No	2 and 4 years	Yes	<a href="mailto:agencysupport@uk.zurich.com">agencysupport@uk.zurich.com</a>



Initial commission will be subject to 5% commission share taken from the gross commission on business submitted after joining Zenith and prior joining Zenith 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.**