

# Protection | New Joiner to Zenith Agency Guide

An overview of the agency process for new joiners who would like to sign up to Zenith Protection.

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

Provider	New agency required	Access to previous agency	Is my previous agency closed to new business	Renewal commission subject to commission share	Pipeline business affected with Zenith terms	Indemnity terms	1. How is pipeline business accessed? 2. online logins	Provider Email
Aegon	Yes	Yes remains Open <b>You must use your Zenith agency</b>	No <b>You must ensure you use your Zenith agency</b>	No*	No	4 years	1. Via the same online login. 2. Need to re-key new Zenith agency	<a href="mailto:agency@aegon-service.co.uk">agency@aegon-service.co.uk</a>
AIG	Yes - 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	1. Under the same agency. 2. No change for online login	<a href="mailto:agency@aiglife.co.uk">agency@aiglife.co.uk</a>
Aviva	No	Yes	Same agency	No	No	2 and 4 years	1. Under the same agency. 2. No change for online login	<a href="mailto:acinfo@aviva.com">acinfo@aviva.com</a>
Legal and General	Yes	Yes via website	Yes after 3 months. <b>You must use your zenith agency for new business</b>	No	No	4 years (Only 2 years if already in place**)	1. Via the same online login. 2. Need to re-register new Zenith agency	<a href="mailto:agency.enquiries@landg.com">agency.enquiries@landg.com</a>
LV=	Yes	Yes remains Open <b>You must use your Zenith agency</b>	Yes	5% on business written on Zenith	No	2 and 4 years	1. Via the same online login 2. unchanged login	<a href="mailto:lv.agency@lv.com">lv.agency@lv.com</a>

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Royal London	No	Yes	Same agency	No	No	2 and 4 years	1. Via the same online login 2. Online login Unchanged	<a href="mailto:distribution@royallondon.com">distribution@royallondon.com</a>
Scottish Widows	Yes	Yes You must ensure you use your Zenith agency	No Firms must contact SW to close this	5% on business written on the Zenith Proposition	No	4 years only	1. Using your old agency number. 2. Online login unchanged, use your Zenith agency	<a href="mailto:commission.support@scottishwidows.co.uk">commission.support@scottishwidows.co.uk</a>
Vitality	Yes - Only if you do not have one existing	N/A	Same agency	5% taken from gross commission on business written pre & post Zenith agency	Yes - 5% Commission Share	2 and 4 years***	1. Via the same online login Pipeline business will have the new PMS commission terms applied 2. Unchanged	<a href="mailto:lifecommissions@vitality.co.uk">lifecommissions@vitality.co.uk</a>
Zurich	Yes	Yes for pipeline business	Yes	No	No	2 and 4 years	1. Access this via your old agency number. 2. Rekey you new agency number for online login	<a href="mailto:agencysupport@uk.zurich.com">agencysupport@uk.zurich.com</a>



Your online registration will remain the same for all Zenith providers but you will need to re-register for L&G & enter new agency for Aegon & Zurich. Initial commission will be subject to 5% commission share taken from gross commission on business submitted through the Zenith agency and prior to joining Zenith for Vitality. \*Aegon don't pay renewal on Zenith \*\*Only 2 years if already in place. \*\*\*2 years subject to vetting outcome. **Providers will aim to mirror existing terms, except for 2 years with L&G. 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.**