

Why partner with us?

What we're about

BizCover strives to give small businesses a fair go when it comes to protecting their business. Insurance is an essential consideration for all SMEs, whether it be for contractual requirements or just good risk management. We understand most businesses are short on time and after a better deal on their insurance policy. BizCover delivers a hassle-free experience that businesses can rely on to get their cover sorted.

Since 2008 BizCover has...

- Helped reduce the cost of insurance for SME's
- Increased price transparency
- Removed the hassle in getting insured

As of 2019 we...

- Have 140+ devoted employees (and growing)
- Currently insure over 85,000 businesses in Australia

How it works

- Instant online or over the phone quotes and purchase
- Policy documents emailed instantly
- Claims management support
- 7 insurer partners offering policy options
- No paper forms to complete. It's all online or over the phone
- Full lifecycle policy management
- ~6000 occupations covered



Our Insurers



What sets us apart?

✓	We're customer fanatics
✓	Proprietary technology connecting to 7 of Australia's leading insurers
✓	NPS rating of 65+* compared to the insurance industry average of -3**
✓	Refined processes and technology to support a seamless customer experience

* Based on BizCover data collected in the form of customer surveys from 19/02/2019 to 19/08/2019

**Australia NPS Industry Benchmarks 2018, Perceptive, accessed August 2019 https://www.perceptive.co.nz/hubfs/Perceptive_Resources/nps-benchmarks/pdfs/Australia-NPS-Benchmarks.pdf?ga=2.58919149.1967379454.1566175076-241463507.1566175076

The information provided is general in nature and should not be treated as advice.



BizCover Referral Partner Portal

The BizCover Referral Partnership Portal allows trusted business service providers such as accountants, bookkeepers, financial planners and others to offer an additional service to their clients whilst adding a potential income stream. The portal provides a seamless experience to partners by automating key functions such as:

1 Lead Capture	Unique lead capture form delivering leads straight into our dedicated partnership team
2 Reporting and Tracking	Weekly reports sent to partners on lead status, commission earnings and conversion statistics
3 Commission Payments	Paid into the partner's nominated account quarterly
4 Dedicated support	Onboarding pack, monthly newsletter, monthly emails, account manager to action requests

How it works^{***}

Simple registration

- Provide us with your essential details such as name, business name, ABN, bank details
- Once registration form is submitted – sent to partnership team for approval

Approved!

- Receive an email with your onboarding pack
- Link sent to your unique lead capture portal

Start referring your clients

Name	Email
Phone	Occupation
Turnover	No. of Employees
Preferred contact date/time	

- Information sent straight to our CRM (SalesForce)
- Customer goes through the BizCover journey

BizCover customer journey

- Lead received by a dedicated partner sales team member
- Up to 5 outbound calls – smart lead prioritisation technology
- Full journey tracked through your unique partner code

Reporting

- Weekly CSV with sales, cancellations, premiums and commission earned
- Reports automatically sent to nominated email address

Commission payments and support

- Commission paid quarterly into nominated account
- 8% of base premium in year 1 and then 5% each time the customer renews their policy
- Dedicated partner support from assigned account manager
- Marketing collateral, materials and tools provided to enable success

Tips for success

Having done this for over a decade, we've learnt a lot about the small businesses market and the best way to service them. Small business owners are time poor and want a solution that's quick, easy and cost effective which makes the BizCover solution perfect for them.



We understand that insurance is viewed as a necessary evil and 1 in 3 small businesses are in the market for insurance at any given time. Some of the triggers for a small business owner that leads them to purchase insurance are:

- It's a legal requirement
- Contractual requirement
- The new lease agreement requires proof of insurance
- Advised by a trusted source as a good risk management tool
- The business is growing
- Purchase of new and expensive equipment
- Value of the business increasing
- General peace of mind
- The current insurance package is due for renewal
- Have had a claim and the existing insurer did not deal with it appropriately
- Their existing insurance has lapsed

The following information will assist in streamlining the insurance purchase process for your clients:

- Renewal date
- Value of current business assets
- Description of business activities
- Number of employees
- Turnover

Our range of cover

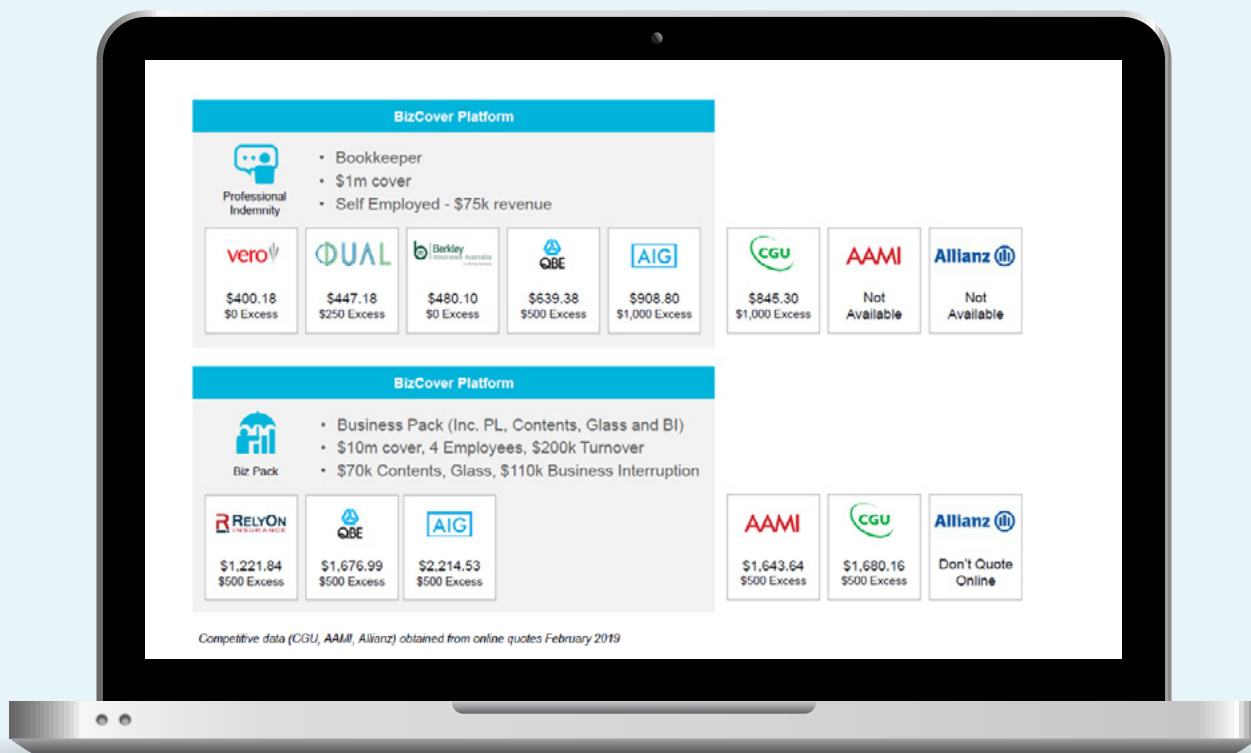
A single insurer's risk appetite can be narrow meaning they will only provide cover or competitive rates for occupations and products that they "like" or fits within their underwriting criteria. Having 7 top Australian insurers on the BizCover platform means we can cater to a wide range of occupations at a competitive rate.



Industries we cater to and the covers they commonly purchase through BizCover:

 PROFESSIONALS 705 Occupations	 TRADES & SERVICES 909 Occupations	 RETAIL 539 Occupations	 MANUFACTURING, AGRICULTURE & OTHER 3,809 Occupations
<ul style="list-style-type: none"> ✓ Professional Indemnity ✓ Public Liability ✓ Business Insurance[^] ✓ Cyber Insurance ✓ Management Liability ✓ Tax Audit <p>Not available:</p> <ul style="list-style-type: none"> ✗ Workers Compensation ✗ Vehicle 	<ul style="list-style-type: none"> ✓ Public Liability ✓ Business Insurance[^]/ Tools ✓ Personal Accident & Illness <p>Not available:</p> <ul style="list-style-type: none"> ✗ Workers Compensation ✗ Vehicle 	<ul style="list-style-type: none"> ✓ Public Liability ✓ Business Insurance[^] ✓ Cyber Insurance ✓ Management Liability ✓ Tax Audit ✓ Personal Accident & Illness <p>Not available:</p> <ul style="list-style-type: none"> ✗ Workers Compensation ✗ Vehicle 	<ul style="list-style-type: none"> ✓ Professional Indemnity ✓ Public Liability ✓ Business Insurance[^] ✓ Cyber Insurance ✓ Management Liability ✓ Tax Audit ✓ Personal Accident & Illness <p>Not available:</p> <ul style="list-style-type: none"> ✗ Workers Compensation ✗ Vehicle

A choice of Insurers catering to a wide range of risks, means your client's are likely to receive a consistently competitive quote through BizCover...



[^]A tailored product containing multiple sections providing cover options for but not limited to Public Liability, Business Assets, Money, Theft etc). BizCover™ Pty Ltd (ABN 68 127 707 975; AFSL 501769). © 2019 BizCover.

Potential earning scenarios

	Clients	Earnings	Clients	Earnings	Clients	Earnings	Clients	Earnings	Clients	Earnings	Clients	Earnings	Clients	Earnings	Clients	Earnings
Year 1	50	\$6,000.0	100	\$12,000.00	150	\$18,000.00	200	\$24,000.00	250	\$30,000.00	300	\$36,000.00	350	\$42,000.00	400	\$48,000
Year 2	63	\$10,125.0	125	\$20,250.0	188	\$30,375.0	250	\$40,500.0	313	\$50,625.0	375	\$60,750.0	438	\$70,875.0	500	\$81,000.0
Year 3	78	\$12,656.3	156	\$25,312.5	234	\$37,968.8	313	\$50,625.0	391	\$63,281.3	469	\$75,937.5	547	\$88,593.8	625	\$101,250.0
Year 4	98	\$15,820.31	195	\$31,640.63	293	\$47,460.9	391	\$63,281.3	488	\$79,101.6	586	\$94,921.9	684	\$110,742.2	781	\$126,562.5
Year 5	122	\$19,775.39	244	\$39,550.78	366	\$59,326.2	488	\$79,101.6	610	\$98,877.0	732	\$118,652.3	854	\$138,427.7	977	\$158,203.1
Year 6	153	\$24,719.24	305	\$49,438.48	458	\$74,157.7	610	\$98,877.0	763	\$123,596.2	916	\$148,315.4	1068	\$173,034.7	1221	\$197,753.9
Year 7	191	\$34,332.28	381	\$68,664.55	572	\$92,697.1	763	\$123,596.2	954	\$154,495.2	1144	\$185,394.3	1335	\$216,293.3	1526	\$247,192.4
Year 8	238	\$42,915.34	477	\$85,830.69	715	\$115,871.4	954	\$154,495.2	1192	\$193,119.0	1431	\$231,742.9	1669	\$270,366.7	1907	\$308,990.5
Year 9	298	\$53,644.18	596	\$107,288.36	894	\$144,839.3	1192	\$193,119.0	1490	\$241,398.8	1788	\$289,678.6	2086	\$337,958.3	2384	\$386,238.1
Year 10	373	\$67,055.23	745	\$134,110.45	1118	\$181,049.1	1490	\$241,398.8	1863	\$301,748.5	2235	\$362,098.2	2608	\$422,447.9	2980	\$482,797.6
Totals	1,663	\$287,043.2	3,325	\$574,086.4	4,988	\$801,745.5	6,651	\$1,068,994.1	8,313	\$1,336,242.6	9,976	\$1,603,491.1	11,639	\$1,870,739.6	13,301	\$2,137,988.1

1. Earnings are calculated based on an average premium of \$1500 per client, 8% commission payable in Year 1 and 5% payable for renewing policies and 70% year on year retention.

2. Figures are indicative only and will be subject to change based on individual circumstances.

Key contact details

If you need to get in touch, please send us an email on partnerships@bizcover.com.au and your account manager will get in touch with you as soon as possible.

