

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 2011 BizCover has...

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

How it works

- Instant online or over the phone quotes and purchase
- Policy documents emailed instantly
- Claims management support
- No paper forms to complete. It's all online or over the phone
- 1000 occupations covered



What sets us apart?

✓	We're customer fanatics
✓	Proprietary technology connecting to some of NZ's leading insurers
✓	NPS rating of 63+* compared to the insurance industry average of 12**
✓	Refined processes and technology to support a seamless customer experience

* Based on BizCover data collected in the form of customer surveys from 01/03/2021 to 31/08/2021.

**NPS Industry benchmarks for New Zealand, 2020. Accessed September 2021. <https://www.perceptive.co.nz/net-promoter-score-benchmarks-new-zealand>

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	Real-time tracking of leads and commission within the portal
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, bank details
- Once the registration form is submitted – sent to partnership team for approval

Approved!

- Receive an email with your portal login details

Start referring your clients

Name	Email
Phone	Occupation

- 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

Tracking

- Unique log in to portal so you can keep track of all of your leads, sales & commission
- Automated e-mail when one of your leads purchase

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







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 multiple 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	 TRADES & SERVICES	 RETAIL	 MANUFACTURING, AGRICULTURE & OTHER
<ul style="list-style-type: none">✓ Professional Indemnity✓ Public Liability✓ Business Insurance[^]✓ Cyber Insurance <p>Not available:</p> <ul style="list-style-type: none">✗ Vehicle	<ul style="list-style-type: none">✓ Public Liability✓ Business Insurance[^]/ Tools <p>Not available:</p> <ul style="list-style-type: none">✗ Vehicle	<ul style="list-style-type: none">✓ Public Liability✓ Business Insurance[^]✓ Cyber Insurance <p>Not available:</p> <ul style="list-style-type: none">✗ Vehicle	<ul style="list-style-type: none">✓ Professional Indemnity✓ Public Liability✓ Business Insurance[^]✓ Cyber Insurance <p>Not available:</p> <ul style="list-style-type: none">✗ Vehicle

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.co.nz** and your account manager will get in touch with you as soon as possible.

