

# Your guide to commission for Zurich protection policies – Zurich Life Protection Platform



This Commission Guide sets out the current terms on which Zurich Assurance Ltd (ZAL) will pay commission to Intermediaries for protection policies on the platform.

The commission rates shown are for those Platform Products. Commission rates and terms can be changed. This only applies where the Intermediary is an Adviser Firm.

## 1. Definitions and Interpretation

- 1.1 The definitions set out in Clause 3 and paragraph 2 of the Schedule of the Terms of Business also apply to this Commission Guide. Additional Definitions are as follows:  
  
‘Initial Commission’ means commission payable by ZAL to the Intermediary on premiums paid during the initial commission period as described in the tables at the end of this Commission Guide.  
  
‘Renewal commission’ means commission payable by ZAL to the Intermediary on premiums paid after the initial commission period as described in the tables at the end of this Commission Guide.
- 1.2 If there is any conflict between any term in this Commission Guide and a term in the Terms of Business, the terms in this Commission Guide will prevail.

## 2. Scope

- 2.1 This Commission Guide sets out the terms on which ZAL will pay commission to the Intermediary in respect of protection policies issued to Clients as a result of applications submitted by the Intermediary on the Platform.
- 2.2 ZAL may at any time vary any of the terms of this Commission Guide as set out in Clause 6.3 in the Schedule of the Terms of Business.
- 2.3 ZAL will not be required to make any payment of commission to an Intermediary where such a payment would, in the reasonable opinion of ZAL, result in ZAL breaching Regulations.
- 2.4 ZAL may impose any obligation or requirement on an Intermediary that ZAL reasonably believes is necessary to ensure that a payment of commission does not breach Regulations.
- 2.5 While the Intermediary may appoint agents or representatives, ZAL will not have any contractual relationship with any such agent or representative and will be under no obligation to make any payment of commission to such an agent or representative.

## 3. Types and calculation of Commission

- 3.1 Commission is payable on applications submitted by Intermediaries and which are accepted by ZAL.
- 3.2 Commission is payable to the Intermediary who submits the application for a new contract or who submits an application for an additional investment to an existing contract.

- 3.3 Initial commission is calculated using the applicable rate, as a percentage of each payment or amount that is due and paid into a protection policy held by a Client during the initial commission period relevant for the product.
- 3.4 Initial commissions on escalating products will be enhanced at policy issue and will not attract further new initial commission as they occur. Ad hoc increments will continue to pay commission as they occur.
- 3.5 Renewal commission is calculated using the applicable rate, as a percentage of each payment or amount that is due and paid into a product account held by a Client and paid after the end of the initial commission period for the relevant product.
- 3.6 The commission rates shown in this guide are the standard normally available. If the Intermediary chooses to take a lower amount of commission, or none at all, the Client’s premium will be reduced.
- 3.7 The figures used in this Commission Guide are provided for guidance only as the actual commission payable or payment discounts may vary slightly due to rounding rules.

## 4. Indemnity Commission

- 4.1 On application by an Intermediary ZAL may agree to pay Initial Commission on an indemnity terms basis (“Indemnity Commission”) under which the full amount of Initial Commission payable in respect of a Product is paid on the issue of the Product subject to a discount for early payment at a rate determined from time to time by ZAL in its discretion.
- 4.2 Indemnity Commission is payable conditionally on premiums being paid during the initial commission period (please refer to the tables at the end of this guide). If regular premiums cease or reduce that part of the Indemnity Commission already paid to the Intermediary but which relates to premiums (or parts of premiums) not received shall be repaid to ZAL.
- 4.3 ZAL reserves the right to withdraw or limit the payment of Initial Commission on Indemnity Terms to the Intermediary generally or on any individual contract.

## 5. Payment of Commission

- 5.1 Commission payments due to be paid by ZAL to an Intermediary will be paid on a weekly or monthly basis, as agreed with the Intermediary and subject to the minimum payment thresholds set out in paragraph 5.4

- 5.2 Commission will be paid by ZAL (or its agent) by way of direct credit to the Intermediary's bank or building society account, unless ZAL agrees otherwise.
- 5.3 The amount of commission paid will equal the balance of the Intermediary's account after taking into account all credits and debits applied since the previous payment.
- 5.4 The minimum payment thresholds are:

Frequency	Threshold
Weekly	£250
Monthly	£50

and can be changed by ZAL without notice.

- 5.5 If the payment due to be paid by ZAL to an Intermediary is less than the minimum payment threshold then no payment will be made by ZAL until the balance due to be paid exceeds the minimum payment threshold.
- 5.6 If there is any indebtedness whatsoever outstanding from an Intermediary to ZAL:
- all sums owing by the Intermediary will be payable immediately upon request by ZAL;
  - any commission that is due and payable to the Intermediary will, to the extent of the indebtedness, instead be payable to ZAL;
  - ZAL may set off any monies subsequently due to be paid as commission to the Intermediary against such indebtedness; and
- (d) ZAL reserves the right to pass relevant information about the Intermediary's indebtedness to the FCA, other financial institutions and third parties providing data gathering information services on their behalf.
- 5.7 ZAL will notify each Intermediary of the balance of its commission account on a regular basis. Such notification will be a conclusive record of the commission due to the Intermediary, save in the case of manifest error or omission. If an Intermediary's commission account has a debit balance for three consecutive months ZAL will charge compound interest at a rate set periodically by ZAL (currently 1.5% per month) on the debit balance from the date the Intermediary was first notified of the debt.
- 5.8 Commission can only be paid on a non-indemnity basis for own life cases, with checking in place to confirm this.

Where an own life case is submitted on an indemnity basis we will cancel the policy and ask you to re-submit a new application selecting non-indemnity commission terms.

As well as your own life, the following relationships are also deemed within the 'own life' definition. They apply to the submitting adviser, as well as any other adviser, employee or director of the adviser firm:

- Spouse/partner
- Children or stepchildren
- Parents or stepparents
- Brother, sister, stepbrother, or stepsister
- Spouse of any person listed above
- Business partner, associate, or employee of your Adviser Firm

ZAL reserves the right to amend or change at our discretion the definition of 'own life' and payment of commission relating thereto.

## 6. Commission Clawback

- 6.1 Without prejudice to ZAL's rights under paragraph 5.6 the Intermediary's account will be debited with:
- any commission paid or advanced to the Intermediary in respect of a premium which is subsequently refunded by ZAL to the payer, whether it is legally obliged to do so or not;
  - any commission paid or advanced to the Intermediary that subsequently does not accrue;
  - any commission paid or advanced to the Intermediary in respect of any premium not paid by the Client.

## 7. Payments

- 7.1 All premiums or amounts paid in respect of any product applied for or held by a Client must be paid to ZAL without any deduction of commission by the Intermediary unless otherwise agreed by ZAL in writing.

## 8. Servicing Transfers

- 8.1 Commission is payable to the Intermediary who submits the application for a new contract or who submits a non-contractual increment to an existing contract.
- 8.2 In the event of a Client notifying us of a change of servicing Intermediary, any current and future renewal commission entitlement will be transferred to the newly appointed servicing Intermediary.
- 8.3 For the avoidance of doubt, where there has been a change of servicing Intermediary, any initial commission and unearned indemnity liability associated with additional payments or amounts paid after the change of servicing Intermediary will be payable to the new servicing Intermediary.
- 8.4 In the event of a Client notifying us of a change of servicing Intermediary, any right to receive initial commission and unearned indemnity liability will not normally be transferred to the new servicing Intermediary. However at the Company's absolute discretion, it may agree to such a transfer, in which case authorisation will be required in writing from both the original selling Intermediary and the new servicing Intermediary.

# Zurich Whole of Life (personal and business)

Summary of commission terms available

Age Next Birthday	Initial Commission Period	Level Option			Indexed Option		
		Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)	Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)
<42	48	170.00%	143.39%	149.35%	190.00%	160.26%	166.93%
42	47	166.46%	140.90%	146.65%	186.04%	157.47%	163.90%
43	47	166.46%	140.90%	146.65%	186.04%	157.47%	163.90%
44	46	162.92%	138.38%	143.94%	182.08%	154.66%	160.88%
45	46	162.92%	138.38%	143.94%	182.08%	154.66%	160.88%
46	45	159.38%	135.85%	141.24%	178.13%	151.84%	157.85%
47	45	159.38%	135.85%	141.24%	178.13%	151.84%	157.85%
48	44	155.83%	133.30%	138.53%	174.17%	148.99%	154.83%
49	44	155.83%	133.30%	138.53%	174.17%	148.99%	154.83%
50	43	152.29%	130.74%	135.82%	170.21%	146.12%	151.80%
51	43	152.29%	130.74%	135.82%	170.21%	146.12%	151.80%
52	42	148.75%	128.15%	133.12%	166.25%	143.22%	148.78%
53	42	148.75%	128.15%	133.12%	166.25%	143.22%	148.78%
54	41	145.21%	125.54%	130.41%	162.29%	140.31%	145.75%
55	41	145.21%	125.54%	130.41%	162.29%	140.31%	145.75%
56	40	141.67%	122.91%	127.70%	158.33%	137.38%	142.73%
57	40	141.67%	122.91%	127.70%	158.33%	137.38%	142.73%
58	39	138.13%	120.27%	125.00%	154.38%	134.42%	139.70%
59	39	138.13%	120.27%	125.00%	154.38%	134.42%	139.70%
60	38	134.58%	117.60%	122.29%	150.42%	131.44%	136.68%
61	37	131.04%	114.92%	119.58%	146.46%	128.44%	133.65%
62	35	123.96%	109.48%	113.92%	138.54%	122.36%	127.32%
63	34	120.42%	106.74%	110.96%	134.58%	119.29%	124.01%
64	32	113.33%	101.18%	105.04%	126.67%	113.08%	117.39%
65	31	109.79%	98.37%	102.08%	122.71%	109.94%	114.09%
66	30	106.25%	95.54%	99.12%	118.75%	106.78%	110.78%
67	28	99.17%	89.81%	93.20%	110.83%	100.38%	104.16%
68	27	95.63%	86.92%	90.24%	106.88%	97.15%	100.85%
69	25	88.54%	81.07%	84.32%	98.96%	90.60%	94.23%
70	24	85.00%	78.11%	81.36%	95.00%	87.29%	90.93%

Age Next Birthday	Initial Commission Period	Level Option			Indexed Option		
		Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)	Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)
71	22	77.92%	72.12%	74.88%	87.08%	80.60%	83.69%
72	21	74.38%	69.09%	71.64%	83.13%	77.22%	80.07%
73	19	67.29%	62.97%	65.17%	75.21%	70.38%	72.83%
74	18	63.75%	59.87%	61.93%	71.25%	66.92%	69.21%
75	16	56.67%	53.61%	55.45%	63.33%	59.92%	61.98%
76	14	49.58%	47.25%	48.98%	55.42%	52.81%	54.74%
77	13	46.04%	44.04%	45.74%	51.46%	49.22%	51.12%
78	11	38.96%	37.54%	38.96%	43.54%	41.96%	43.54%
79	10	35.42%	34.25%	35.42%	39.58%	38.28%	39.58%
>79	8	28.33%	27.61%	28.33%	31.67%	30.85%	31.67%

**Notes:**

The commission % should be applied to the annualised premium.

Renewal Commission of 2.5% of the premium is paid after expiry of the initial period.

Both an initial only or nil commission option are also available.

# Zurich Protection, Relevant Life and Income Protection (personal and business)

Summary of commission terms available

Term	Initial Commission Period	Level Option			Indexed Option		
		Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)	Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)
1	4	16.33%	16.15%	16.33%	18.67%	18.46%	18.67%
2	9	36.75%	35.67%	36.75%	42.00%	40.77%	42.00%
3	13	53.08%	50.78%	52.73%	60.67%	58.03%	60.27%
4	17	69.42%	65.43%	67.67%	79.33%	74.78%	77.33%
5	22	89.83%	83.15%	86.33%	102.67%	95.03%	98.66%
6	26	106.17%	96.85%	100.62%	121.33%	110.69%	115.00%
7	30	122.50%	110.15%	114.28%	140.00%	125.89%	130.60%
8	34	138.83%	123.06%	127.93%	158.67%	140.64%	146.20%
9	39	159.25%	138.66%	144.11%	182.00%	158.47%	164.70%
10	43	175.58%	150.73%	156.60%	200.67%	172.26%	178.97%
11	47	191.92%	162.44%	169.08%	219.33%	185.65%	193.23%
12	48	196.00%	165.32%	172.20%	224.00%	188.94%	196.80%
13+	48	196.00%	165.32%	172.20%	224.00%	188.94%	196.80%

**Notes:**

The commission % should be applied to the annualised premium.

Policies not submitted via the 'interactive' journey attract lower commission terms.

Renewal Commission of 2.5% of the premium is paid after expiry of the initial period.

Both an initial only and nil commission option are also available.

# Zurich Protection, Relevant Life and Income Protection (personal and business) with reduced initial period

Summary of commission terms available

Term	Initial Commission Period	Level Option			Indexed Option		
		Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)	Total Initial Commission	Indemnity (Monthly)	Indemnity (Annual)
1	2	13.15%	13.10%	13.15%	15.48%	15.43%	15.48%
2	4	26.30%	26.01%	26.30%	30.97%	30.62%	30.97%
3	6	39.45%	38.72%	39.45%	46.45%	45.59%	46.45%
4	9	59.17%	57.44%	59.17%	69.67%	67.63%	69.67%
5	11	72.32%	69.69%	72.32%	85.16%	82.06%	85.16%
6	13	85.47%	81.76%	84.91%	100.64%	96.26%	99.97%
7	15	98.62%	93.64%	96.93%	116.12%	110.26%	114.13%
8	17	111.77%	105.36%	108.95%	131.60%	124.05%	128.28%
9	19	124.92%	116.89%	120.97%	147.09%	137.64%	142.44%
10	22	144.64%	133.88%	139.01%	170.31%	157.64%	163.67%
11	24	157.79%	145.00%	151.03%	185.79%	170.72%	177.83%
12	24	157.79%	145.00%	151.03%	185.79%	170.72%	177.83%
13+	24	157.79%	145.00%	151.03%	185.79%	170.72%	177.83%

## Notes:

The commission % should be applied to the annualised premium.

Policies not submitted via the 'interactive' journey attract lower commission terms.

Renewal Commission of 2.5% of the premium is paid after expiry of the initial period.

Both an initial only and nil commission option are also available.

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