

NB Leads Program: Agent Terms



About National Best Financial Network

National Best Financial Network (NBFN) is a Network of Independent Insurance Advisors licensed to sell insurance in the provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Nova Scotia and New Brunswick.

NBFN is one of the most innovative and progressive financial services companies in Canada today. We are a cooperative of independent agencies and advisors who, with our top tier product providers, our specialists and referral partners, provide ethical strategies and education to Canadians to help them achieve their goals.

At National Best (NB), we believe in EIEIO - Empowerment through Inspiration, Education, Innovation, and Ownership. Our focus is on educating consumers and supporting our associates.

"When each of us focuses on what we do best, our combined efforts make us National Best."

National Best Financial Network is looking for Life Licensed individuals across Canada interested in working with our clients on a split commission basis. There is no cost to receive the leads. For more information, email seann.poli@nbbn.ca

What Kind of Leads are Available?

Our leads are clients who have completed a mortgage application and have agreed to meet with an insurance agent to look at their insurance and investment needs. You will be sent their contact information and expected to contact them within 48 hours to book an appointment.

How Many Leads Will You Get?

The number of leads you receive per month will depend on availability.

To continue to receive our leads, you must qualify on the following basis:

- Of leads received, 70% of the households must have at least one product sold
- Of the 70% you settle, you must maintain at least a 90% persistency rate

We do monitor your sales/leads ratio in this group and that may determine how many leads you receive, especially in cities where there are several brokers signed up with NB.

Reporting:

Lead Reporting is now done via email. Every Sunday NB will send out emails listing all of the open leads requiring updates. You will be sent a reminder 48 hours later. If you do not answer by end of day on Wednesday you will be taken out of the rotation until leads are updated.

Compliance and Business Submission Procedures:

All Applications MUST BE accompanied by a Know Your Client / New Business Submission form indicating the product sold. Once you have written an application, you may contact

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Seann Poli to ensure that your contracting is in order for the company that you have closed the sale for. Any inquiries regarding new business submission should be addressed directly to our NB Business Administrator: Jagdeep Kang at 1-800-503-6140 x102, admin@nbbn.ca

Lead Information:

If you have a problem with receiving the info in a timely manner or a problem with information on the lead being inaccurate in any manner, you may contact: Seann Poli, Agency Manager in Calgary, 403-585-0580, seann.poli@nbbn.ca

Vesting, Ownership and Split Commissions:

Notwithstanding Section 3a) of the NB Membership Agreement (which states that the Associate owns all rights to the clients solicited by the Associate), the Associate agrees that all leads and relationships generated as a result of NB's marketing efforts (hereafter referred to as Leads) will be solely owned by NB.

Any commissions (including but not limited to FYC, bonus, renewals, and trails) resulting from written applications from these Leads will be split with NB on a 50/50 Basis, with the business being submitted through NB.

If NB generates further business from the original Lead by either direct contact or future marketing campaigns, that opportunity will be distributed to the original Associate (where possible) on the 50/50 split basis as indicated above. If the original Associate is unavailable, the new opportunity will be given to the next available Associate.

If the Associate generates referrals from the original Lead, commissions resulting from applications for those referrals will be split on a 75/25 basis, with 75% going to the Associate and 25% going to NB.

Advisor Contracts:

NB offers both Independent and Agency contracts to our Network of Advisors. We hold contracts with all the major Canadian Insurance carriers.

For more information about commissions, contracts, carriers and products supported by NB, please contact Seann Poli, Agency Manager, 1-888-699-1026, seann.poli@nbbn.ca