

# How to launch your insurance advice career

Learn the essential steps to get started with confidence.

## Ready to begin your journey?

Learn more about the important steps to **starting a successful career in insurance advice** – from securing your Level 5 qualification to providing ongoing client support.

## Five key takeaways



### PREPARE FINANCIALLY

A cash reserve is vital for start-up costs and unexpected expenses.



### ONE STRAND FIRST

Master one advice strand first before expanding into others.



### IT'S NOT A 9-TO-5

Flexibility is essential, as clients may need your advice outside of standard office hours.



### EMPATHY MATTERS

Helping clients through tough times can be emotionally intense.



### LFG CAN HELP YOU

Find out more about the benefits of choosing LFG as your aggregator.

## YOUR BUSINESS SETUP CHECKLIST

Many new advisers overlook the tasks involved in launching an insurance advice business, beyond getting their Level 5 qualification. Here's a quick breakdown, keeping in mind that there are costs associated with each task.

TASKS	WHAT TO DO
Level 5 Certificate	NZ certificate in Financial Services (Level 5) (Core) + (Life, Disability and Health Insurance) is the first step.
Company Setup	Reserve your company name and incorporate the new company on the Companies Register.
FSPR	List both your company and yourself on the Financial Service Providers Register.
FAP Licence*	Choose between operating under your own FAP licence or as an Authorised Body under another entity's licence.
Dispute Resolution	Joining an approved Dispute Resolution Scheme is mandatory for anyone offering financial advice.
Professional Indemnity Insurance	Personal Indemnity (PI) Insurance is designed to protect you from claims against your business.
Business Continuity Plan	Create a BCP to ensure your business can withstand unforeseen disruptions.
Compliance and other professional services	Stay on top of your obligations with services like accounting, identity verification, and data aggregation.

\*Annual confirmation fees vary widely depending on whether you operate under your own FAP licence or another entity's licence.

## IMPORTANT THINGS TO CONSIDER



- 1 TIME TO PROFITABILITY**

Building a client base may take months before you start seeing profits. **That's why we recommend having a cash reserve**, helping manage those early financial demands.
- 4 CLIENT OWNERSHIP AND COMMISSION SPLITS**

As a new-to-industry adviser, setting up principal agencies won't be an option; you'll likely need to start as a **sub-adviser under someone else's agency**. How will client ownership and commission splits work for you?
- 2 CLAWBACKS AND FINANCIAL RISKS**

Be prepared for clawbacks if clients cancel their policies within a specified period. These financial risks are part of the industry, so **it's always a good idea to plan ahead**.
- 5 ONE STRAND OR MULTIPLE?**

It's a good idea to decide early if you'll focus on single or multi-strand advice, as this can impact your strategy and growth opportunities. **Starting with one area** may help you build a solid foundation before expanding.
- 3 MORE THAN JUST PAPERWORK**

Providing insurance advice can be emotionally **demanding**—you'll help clients navigate some of life's most challenging moments. Are you prepared for the emotional aspects as well as the financial ones?
- 6 CONFLICTS OF INTEREST**

Full transparency about any potential conflicts of interest is essential to **maintaining trust and complying with regulations**. LFG can help you assess, identify, and manage these situations.

## How Link Financial Group can help you

With LFG as your aggregator, you'll gain access to a wide range of support services, whether you opt for a branded or non-branded format.



### MENTORSHIP AND TRAINING

We can pair you with an experienced professional to guide you through every step of your new career.



### PROFESSIONAL DEVELOPMENT

Stay ahead with LFG's continuous learning opportunities, including PD days and support in creating professional development plans.



### MARKETING AND ADMIN SUPPORT

We provide comprehensive support, including marketing, admin assistance, and resources to help you build your business.



### COMPLIANCE AND REGULATORY SUPPORT

Get robust compliance support and access to LFG's CRM system, whether you operate under our licence or your own.



### FLEXIBLE FEE STRUCTURE

We offer flexible options to match your financial needs and your choice of FAP, giving you time to establish cash flow.

## Let's talk!

Ready to take the next step? We're here to support you! Call us on 0800 466 784 or email [admin@lfg.co.nz](mailto:admin@lfg.co.nz) to discuss your needs.