

SELECTING a SUCCESSOR

Our Mission: To help brokers protect their commissions in all life events. Brokers need a successor to protect their commissions while they remain active. We prepared the following information to assisted health brokers select their Successor or become qualified to be a Successor for health brokers.

Best Practice Successor Guidelines: A Successor has a responsibility to back you up when you need it most, in any life event. They need to agree in writing to pay you or your loved ones for the amounts outlined in the Successor agreement you reach. Your Successor should be able to step into your shoes at any time, protect your commissions based on the terms you define, and your Successor agrees to perform. All agreements need to include a purchase agreement which stands the test of time and addresses how you or your beneficiary gets paid.

Successor Considerations:

- ✓ Personality fit for you and your clients
- ✓ In 100% alignment with your personal and estate planning needs
- ✓ Experienced with service and support of your client's needs
- ✓ Youthful, enthusiastic, energetic, and excited about health insurance
- ✓ Has the capacity to handle your clients now and throughout the time you remain active
- ✓ Has a team in place with at least two certified and licensed health insurance professionals
- ✓ Track record of success
- ✓ Capable to handle renewals and retention
- ✓ Willing to work with and sign your successor agreement
- ✓ Accepts the responsibility of their role as successor as defined in your agreement
- ✓ Has all of the transfer and assignment documents required of all the carriers you receive commissions from
- ✓ If your book is over 350 Medicare clients or over 25 small groups or a combination of the two, will commit to either hire your staff or add a support person.

We coach brokers through this process. We help work through the points outlined above and can assist with the next step which is to move through the Successor analysis to then select a final Successor.

We provide solutions to protecting, growing, and selling health commissions.

800-500-9799

Join our *Successor Clinic* and learn how you can grow your book by becoming a Successor for health brokers.

Phil@commisson.solutions

714-664-0311