
How do you make money?

Posted by mike - 2008/06/09 19:45

Hi,

sorry about being a little inquisitive about money, but I'm not sure how you guys make the money and how that will affect how much I pay for insurance. It would seem logical that going straight to the life insurance company would be cheaper.

Sincerely,
Mike Austin

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Re:How do you make money?

Posted by admin - 2008/06/09 20:05

Hi Mike,

I am glad that people are starting to use this forum to clear up any doubts they have about our service.

If you look at the FAQ, you will find the short answer to your question.

Our advisers are paid directly by the insurance company. Life insurance companies use advisers as a way to promote and instruct final users about insurance. For this service, advisers get a commission on each policy sold.

Why do life insurance companies use advisers?

There are a lot of details and options in life insurance, trauma insurance and income protection policies and that's where the advisers step in. They have the knowledge to advise you on how to best meet your needs for the least amount of money. If you look at a PDS for any life insurance policy, you will most likely get very confused and lost just reading the first few pages. Advisers are familiar with the language and implications of all these options and benefits and their expertise will get you what you need and within your budget. Also, advisers help you with policy administration, renewals, etc.

Can I go straight to the life insurance company?

Yes, you can. The life insurance company will then send you to an adviser :) Advisers are an essential part of the loop and play an important role in the process. The price for a policy is set by the life insurance company and it makes no difference what adviser or company you go through. Our advisers provide you with a personalized and professional service and that's why we are on the market.

I hope this answers your questions.

Sincerely,
EZInsurance Admins
