



We are pleased to announce that My Local Broker, has now partnered with Life Insurance Direct, to be our preferred supplier for Life Insurance.

Brokers will now be able to refer directly from Salestrekker, in a simple, easy to use referral process. There will be two opportunities in Salestrekker, for all brokers to ask your clients if they would like to receive either a quote on a new policy, or compare prices on their current policy.

Life Insurance direct provides you and your clients with instant, live pricing on Life, Trauma, TPD, Income Protection Insurance, Accidental Death and Key Person Insurance, from 9 of Australia’s largest retail Insurance brands.

Please click on the link below to see a short video on how the referral process works, and where to go to find Life Insurance Direct on Salestrekker.

<https://drive.google.com/file/d/1Awl2vk7xs39wzpjDWPH6v3LF88NDotxB/view?usp=sharing>

***Please Note: Your Tracking ID has automatically been activated; you will not need to add this.*** Life Insurance Direct will be available as an icon, as per the video.

Now you are set up to refer, it’s up to you when you speak to your client about Life Insurance. However, you MUST obtain their permission to send them a quote. Once the client engages in that quote, they will receive a call from Life Insurance Direct, and we will offer any assistance required.

If your client already has Life Insurance, tell them they can do a FREE, no obligation comparison, to make sure they’re getting the most competitive price. Our comparison engine is completely interactive, you or your client can change the insured amount at any time, add multiple types of insurance cover and compare multiple brands in seconds.

If a client tells you they have insurance through their super, you can let them know Life Insurance Direct can review their cover. They will help them understand what their policy covers them for, and how their benefit will be paid if claimed.

Most people don’t realise how group (superannuation) insurance works, there are multiple versions of group insurance. Some superannuation brands have solid policies, but many can be weak, and have a multitude of exclusions. Its good practice to be concerned about the cover your clients have, they don’t know what they don’t know.

Your clients will be able to pay for a full retail Life Insurance policy with their super, including from Self-Managed Super Funds, therefore not impacting servicing requirements.

We will provide you with some educational emails around all the different types of insurance available, to help you recognise an opportunity, and understand when it’s an appropriate time to refer.

My Local Broker would like to see ALL brokers get on board with this. We just spoke about diversification opportunities, and this is a great one. Every mortgage should have a life Insurance quote attached, to protect not only your client, but your business too.

If you have any questions, or would like any insurance information, please contact Life Insurance Directs Business Development Manager, Andrew Baldrey on [abaldrey@lifeinsurancedirect.com.au](mailto:abaldrey@lifeinsurancedirect.com.au)