



# REMUNERATION POLICY

## Our Remuneration

We, City Financial Marketing Group Limited trading as CFM Group, Insuremyvan.ie, Insuremyhouse.ie, Coverinaclick.ie, Insuremycars.ie, Insuremyshop.ie, Insuremyholiday.ie, Missquote.ie, Insuremytaxi.ie and lifebroker.ie. act as intermediary between you, the consumer, and the product provider with whom we place your business.

## The Background

Pursuant to provision 4.58A of the Central Bank of Ireland's September 2019 Addendum to the Consumer Protection Code, all intermediaries, must make available in their public offices, or on their website, a summary of the details of all arrangements for any fee, commission, other reward or remuneration provided to the intermediary which it has agreed with its product producers.

## What is Remuneration?

Remuneration is the payment earned by the intermediary for work undertaken on behalf of both the provider and the consumer. The amount of remuneration is generally directly related to the premium or value of the products sold.

## What is Commission?

Commission is payment that may be earned by an intermediary for work undertaken for both provider and consumer. There are different types of remuneration and different commission models:

- Single Commission Model: Where payment is made to the intermediary shortly after the transaction is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.
- Indemnity Commission: Indemnity commission is the term used to describe a commission payment made before the commission is deemed to be 'earned'. Indemnity commission may be subject to a clawback (see below) if the consumer lapses or cancels the product before the commission is deemed to be earned.

## General Insurance Products

General insurance products, such as motor, home, travel, health, retail or liability insurance, are typically subject to a single commission model, based on the amount of premium charged for the insurance product.

## Profit Share Arrangements

In some cases, the intermediary may be a party to a profit-share arrangement with a product provider and will earn additional commission. Any business arranged with these product providers on a client's behalf will be placed with the product provider because that product provider is at the time of placement, the most suitable to meet the client's requirements, taking all the client's relevant information, demands and needs into account.

## Other Special Arrangements

From time to time CFM Group limited and all its trading names may offer discounts to their clients. This is provided for by funds made available by each Insurance company at various times throughout the year and limits are applied for each scheme.



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## Clawback

Clawback is an obligation on the intermediary to repay unearned commission. Commission can be paid directly after a transaction is concluded but is not deemed to be 'earned' until after a specified period of time. If the consumer cancels or withdraws from the financial product within the specified time, the intermediary must return commission to the product producer.

### Other Fees, Administrative Costs/ Non-Monetary Benefits

The firm may also be in receipt of other fees, administrative costs, or non-monetary benefits such as:

- Attendance at product provider seminars
- Assistance with Advertising/Branding
- Industry Educational Seminars
- Use of Product Providers resources
- Co-branded literature

## Commission Arrangements

The commission guidance document gives indicative values across every product provider and every product advised whereby a commission is received within our business. This is the maximum our Brokerage may receive and is subject to change. We may receive a lower remuneration than the enclosed percentages/amounts.

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Click on a link below to access a list of the providers that our firm deals with, which for ease of reference is in alphabetical order.

- House view of commissions
- Life Insurance Providers
- General Insurance Providers



# REMUNERATION RANGE

INSURER	MIN %	MAXIMUM 20%
AIG	0	20
NFP	0	15
Allianz	0	20
Aon Insurance Ltd	0	15
AquaBroker Ltd	0	15
Arachas Insurance	0	15
ARB Underwriting Ltd	0	15
Asgard	0	15
Aston Lark Insurance Brokers	0	18
Advent Risk Management Limited	0	10
AXA Insurance Ltd	0	23
Benchmark Underwriting Ltd	0	20
Capital I M	0	15
Catalpa Underwriting Ltd	0	10
Opt/Citynet	0	20
Construction Guarantee Underwriters Ltd	0	0
Contessa Ltd	0	15
Tysers	0	19
DAS Legal Protection & Services	0	20
Dolmen Insurance	0	15
Dual Insurance Co	0	20
Ecclesiastical	0	20
Event Sure	0	15
Zurich Insurance PLC	0	20
Europa General Insurance Company Ltd	0	15
Everest	0	20
FBD	0	15
First Ireland	0	10
OBF Insurance Group	0	12
Footprint Underwriting	0	15
Frost Underwriting	0	15
Hickey Clarke and Langan	0	18



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INSURER	MIN %	MAXIMUM 20%
Aviva Insurance	0	20
HSB Engineering Insurance	0	18
Irish Life Health	0	20
Integrity Underwriting	0	15
Rokstone Insurance Europe	0	19
Marsh Ireland	0	15
JR Clare	0	5
Kennco Underwriting Ltd	0	15
Leisure Insure	0	10
Liberty Insurance	0	21
Lime Insurance	0	20
Mapfre Insurance	0	5
Midas	0	18
MIS Claims	0	26
Oamps	0	20
Octane Underwriting	0	15
O'Driscoll O'Neil Ltd	0	20
O'Leary Insurances	0	20
Optis Insurance	0	20
Ornella Underwriting Ltd	0	20
Prestige Underwriting Services Ltd	0	15
Provident	0	10
Robertson Low	0	10
Royal & Sun Alliance	0	20
RSA Galway	0	20
Securus Insurance Ltd	0	13
Sheppard Compello Ltd	0	10
Travelers Ireland	0	15
Specialist Underwriting Services Ltd	0	15
Thomond Underwriting	0	18
The Underwriting Exchange	0	15
Worldwide Insurance Brokers & Advisors	0	15



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INSURER	MIN %	MAXIMUM 20%
Willis Insurance	0	18
Windsor Partners Ltd	0	15
Wrightway Underwriting	0	18
Collectives	0	15