

The Equinox Associate: Independence with Full Support

The best of both worlds.

As a broker, you have:

As an Equinox Associate, you have:

Different service fee vesting rights from company to company.	<i>A strong contract with vesting of service fees. YOU OWN your client records.</i>
Separate contracts negotiated for each supplier company.	<i>One contract with access to a full range of products from six companies.</i>
Separate illustration systems with a different look and feel for each supplier company.	<i>ESP (Electronic Sales Platform) software for all life and health illustrations and integrated sales concepts.</i>
Different compensation structures, cheques and statements.	<i>Compensation paid weekly through direct deposit to bank accounts, with an integrated, online commission statement.</i>
Different incentive programs with separate qualification requirements for each supplier.	<i>Integrated incentive program with pooled qualification for all suppliers, allowing you to remain unbiased in the eyes of your customers.</i>
Separate production standards for each MGA contract.	<i>One production standard through an Equinox Marketing Centre.</i>
Separate contracting/licensing requirements for each supplier.	<i>One-stop contracting/licensing through Equinox</i>
Access to supplier company specialists / marketing support.	<i>Access to Equinox unbiased legal, tax and marketing specialists, in addition to those of the supplier companies.</i>
To develop and coordinate your own professional development.	<i>Training and professional development programs from Equinox, providing Continuing Education credits..</i>
Separate applications for each company.	<i>One common life and health application.</i>
To arrange your own training meetings by various suppliers.	<i>Training seminars coordinated by Equinox at Marketing Centre offices on concepts, software, products and markets, often featuring supplier companies. Supplier companies also provide product training.</i>
Limited input to new product development.	<i>The strength of a national organization negotiating with suppliers to provide competitive products and compensation.</i>
Independence with limited support.	<i>Independence along with the support of a national infrastructure and the independent Marketing Centre.</i>