

# Murnane Financial Remuneration

***We, at Murnane Financial act as intermediary (Broker) 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 if they have one, 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 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 sale is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.

**Trail/Renewal commission model:** Further payments at intervals are paid throughout the life span of the product.

## **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.

Other forms of indemnity commission are advances of commission for future sales granted to intermediaries to assist with set up costs or business development.

## **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.

## **Life Assurance/Investments/Pension Products**

For Life Assurance products commission is divided into initial commission and renewal commission (related to premium), fund based or trail (relating to accumulated fund).

Trail commission, bullet commission, fund based, flat commission or renewal commission are all terms used for ongoing payments. Where an investment fund is being built up through an insurance-based investment product or a pension product, the increments may be based on a percentage of the value of the fund or the annual premium. For a single premium/lump sum product, the increment is generally based on the value of the fund.

Life Assurance products fall into either individual or group protection policies and Investment/Pension products would be either single or regular contribution policies. Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

**Investments**

Investment firms, which fall within the scope of the European Communities (Markets in Financial Instruments) Regulations 2007 (the MiFID Regulations), offer both standard commission and commission models involving initial and trail commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

**Clawback**

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

**Fees**

Murnane Financial may also be remunerated by fees by the product producer such as policy fee, admin fee, or in the case of investment firms, advisory fees.

**Preferred Provider Rate**

Murnane Financial has selected one preferred product producer, Irish Life Assurance PLC for Life insurance plans (including Life assurance, specified illness cover, income protection, unit linked savings, investments and pension plans), tracker bonds and Personal Retirement Savings Accounts (PRSA's). Analysis of the market will be limited to products provided by Irish Life Assurance Plc. This arrangement benefits our firm greatly ensuring we are more consistent and compliant in our approach to advising consumers. Where Irish Life Assurance Plc cannot provide a product/service that we would alternatively recommend to a customer to suit their specific circumstances, we can offer the customer products and services from a list of our other agencies. This list is available on our terms of business document.

**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 educational seminars*
- *Assistance with Advertising/Branding*

Murnane Financial commission options are displayed as a range, showing the maximum amount which can be received

## Maximum Commission Rates

### Single contribution products

	Up front commission	Clawback Period	Trail commission
<b>Single Contribution Pension</b>			
Aviva	5%		1% p.a
Irish Life	5%		0.75% p.a
New Ireland	5%	5 years	1% p.a
Standard Life	5%		1% p.a
Zurich Life	5.5%		0.5% p.a
<b>Single Contribution PRSA</b>			0.5%
Aviva	4%		0.75%
Irish Life	5%		0.5%
New Ireland	7%	5 Years	0.5%
Standard Life	5%		0.5%
Zurich	5.5%		0%
Royal London			
<b>Approved (Minimum) Retirement Funds</b>			
Aviva	5%		1%
Irish Life	5%		0.75%
New Ireland	5%	n/a	1%
Standard Life	4%		1%
Zurich Life	5%		0.5%
<b>Annuities</b>			
Aviva	3%		n/a
Irish Life	3%		n/a
New Ireland	3%		n/a
Zurich Life	3%		n/a
<b>Investment Bonds</b>			
Aviva	5%		1%
BCP	2.1%		
Blackbee Investments	3%		
Irish Life	3%		0.5%
New Ireland	4%	3 Years	1%
Standard Life	4%		1%
Zurich Life	5%		0.5%

Eleanor Murnane is regulated by the Central Bank of Ireland.

### Regular contribution products

	Initial commission	Clawback Period	Renewal / Bullet Commission	Trail commission
<b>Regular Contribution Pension</b>				
Aviva	15%			1%
Irish Life	17.5%		5%	0.5%
New Ireland	25%	5 Years	8%	1%
Standard Life	5%		5%	0.5%
Zurich Life	5%	4 Years	5%	0%
<b>Regular Contribution PRSA</b>				
Aviva	22.5%			0.5%
Irish Life	17.5%		5%	0.5%
New Ireland	25%	5 Years	6%	0.5%
Standard Life	5%		5%	0.5%
Zurich Life	5%	4 Years	5%	0%
<b>Savings Plans</b>				
Aviva	15%			1%
Irish Life	5.5%		5.5%	0.5%
New Ireland	10%	5 Years	2.5%	0.5%
Standard Life	15%	5 Years	n/a	1%
Zurich Life	10%	4 Years	1%	0.5%

Individual Protection	Yr1	2	3	4	5	6	7	8	9+	Clawback Period
Aviva	200%	30%	30%	30%	30%	30%	30%	30%	30%	2 Years
Irish Life	120%	28%	30%	28%	28%	30%	28%	28%	28%	
New Ireland	225%	50%	20%	20%	20%	12.5%	12.5%	12.5%	12.5%	5 Years
Royal London	225%	0%	0%	0%	0%	3%	3%	3%	3%	5 Years
Zurich Life	100%	12%	12%	12%	12%	12%	12%	12%	12%	1 Year

Group Protection	Death in Service	Clawback Period	Permanent Health Insurance	Clawback Period
Aviva	6%		12.5%	
Irish Life	6%		12.5%	
New Ireland	15%	1 Year	20%	1 Year
Zurich Life	6%		12.5%	

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