



**WORKING AT**  
 **ALIVIAR**

MORE THAN A WORKPLACE

# WORKING AT ALIVIAR

At Aliviar, we are a formidable team with a sense of purpose, which is to provide services that enable people plan and achieve a better tomorrow for themselves and/or loved ones.

We are big on diversity. We value different backgrounds, experiences and perspectives, which are considerations for our hiring process.

Our team is composed of people with a sense of ownership, and we expect the same of new hires - confidence to have a say in how we run our business.

Joining our team provides the opportunity to be impactful, by affecting lives through services that enable people to plan for unforeseen events. There is also a great opportunity to realise one's potential in the process.

Aliviar provides equal employment opportunities to all advisers and applicants for self-employed role, regardless of their sex, marital or family status, age, sexual orientation, religion or philosophical belief, colour, race, nationality, ethnic origin, or disability.

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# CAREER PATH



## PROTECTION ADVISER

Starting with a simple protection product range and potential to earn from referrals. There is a great opportunity to progress to becoming a manager after 1 year subject to quality measures.



## TEAM LEADER

You will be on track to qualify to be a Team Leader and earn significant override on your team, once you introduce three people into the business and provide the guidance and support needed for them to be part of the team.



## MANAGER

You will have at least seven advisers and two team leaders under you that you are supporting. Then, you are on the path to qualify to become a Manager and earn significant override on your team.



## REGIONAL MANAGER

A minimum of 15 advisers in your business and 2 managers, You will qualify to be a Regional Manager and earn significant override on your team.



## PARTNER

You become a partner when you introduce thirty people into the business and manage four Regional Managers. Thereby, acquiring a major share in the business.





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# SHARE A LEAD AND EARN

## EARN FROM INTRODUCING

Aliviar Advisers can introduce others to the business and earn! Simply pass the name and phone number of the person you wish to introduce to your manager and your manager will make contact and take them through the Aliviar recruitment process. If the person you introduce passes the relevant tests and joins the business, you will earn 10% of what they earn – for as long as both you and the new recruit you introduced are contracted to Aliviar Financial.

## TALK TO US

Before you start introducing, have a conversation with your manager regarding their requirements and the 'Ideal Candidate'.

## HINT!

To give you an idea, most of our successful Protection Advisers share the characteristics shown below.

## IDEAL CANDIDATE

- A passion for helping others and customer service
- Ambitious and self-motivated
- Looking for a career, with opportunity to progress
- Evidence of past success
- Have future aspirations
- Communicates well
- A positive approach to ethics
- Have a source of contacts
- Have laptop that could be used for company business or the ability to purchase one

## TOP TIPS

- Talk to clients to find out if they know anyone who may be interested.
- Never say no to a sales person that approaches you – they could be a potential recruitment lead
- Make sure that your friends and family know about the opportunity.
- Use networking events, social gatherings, community meetings etc. to spread the word
- Make recruitment a habit

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# WHY NOT START NOW!

IF YOU CAN ANSWER 'YES' TO THE FOLLOWING QUESTIONS

- Have you been an active Protection Adviser for at least six months?
- Do you have an average of £1000 Issued APE per week?
- Is your clawback below 12%?
- Do you have a 'Written vs Issued' ratio of 85% or above?
- Have you introduced recruits to your manager?

**If you are ready for that next step, please speak with your Manager to determine if you meet required criteria to apply, and discuss with your Manager.**

THE FOLLOWING DOCUMENTS DATED WITH THE PAST THREE MONTHS ARE WHAT CAN BE ACCEPTED AS PROOF OF ADDRESS:

- Council Tax bill (it must be issued within 3 months, regardless of what period does it cover)
- Utility bill or utility statement (e.g. gas, water, electricity, landline telephone)
- A utility bill for internet services (broadband, not a mobile internet) that confirms the price to be paid each month
- Bank / building society / credit card statement (online PDF statements are acceptable when supplied directly by the issuing bank). We cannot accept letters, saving account statements nor transaction statement.
- Mortgage statements (correspondence concerning mortgage will not be accepted, it must be a mortgage statement)
- Current local council tenancy agreement or housing association tenancy agreement (we cannot accept agency agreements or private rental agreement)



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