



ABERCORN BUSINESS SALES

SUCCESSFULLY SELLING YOUR BUSINESS



Profitable Insurance Brokers Business for Sale -Specialist in Income Protection and Life Insurance.

Manchester

Asking Price: £285,000

Reference: FS01-ABS | Confidential Memorandum

Asking Price: Offers in the region of £285,000

Annual Turnover: circa £685,000

Key Strengths:

- **Comprehensive Coverage Tailored to Individual Needs**

Providing insurance policies that are customized to meet the specific needs of clients. This ensures that each policyholder receives adequate and relevant protection.

- **Diverse Insurance Products**

Offering a wide range of insurance products, including life insurance and critical illness cover, addressing various aspects of personal and financial protection.

- **Strong Relationships with Reputable Insurance Companies**

Maintaining partnerships with well-regarded insurance providers to ensure clients have access to reliable and quality insurance products.

- **Exceptional Customer Service**

Delivering top-notch customer service that is transparent, accessible, and tailored to individual needs. This includes clear communication and support for all clients.

- **Adaptability to Market Changes**

Continuously monitor and respond to market trends and changes to provide up-to-date products and services that meet evolving customer needs.

- **Track Record of Consistent Performance and Customer Satisfaction**

Demonstrating a history of reliable performance and high levels of customer satisfaction, ensuring trust and long-term client relationships.

Business Profile:

This is a unique opportunity to acquire a leading Insurance brokerage specialising primarily in income protection. They also offer life insurance and critical illness cover. Additionally, the company provides services for home insurance, private medical insurance, and accident cover.

The Business was established in 2011, and since then, few, if any, competitors have directly matched its scale in offering income protection policies.

The brokerage enjoys a strong reputation with the insurance companies it collaborates with and consistently receives positive customer feedback. The business has a high number of trusted reviews and has strong relationships with the database of over 2,500 active clients, with ongoing sales potential.

The brokerage partners with reputable firms on its panel, such as Legal & General and Vitality Life. Additionally, it regularly receives offers of work from other insurance companies, which it can consider adding to its panel upon selection.

Leads: The business successfully acquires its own clients.

Regulator: This Insurance Brokerage is regulated by the Financial Conduct Authority and covered by the Financial Services Compensation Scheme.

The opportunity: This is a unique opportunity to acquire a leading insurance brokerage, established for over 10 years, with a primary focus on income protection. The brokerage also offers life insurance, critical illness cover, home insurance, private medical insurance, and accident cover.

Established: 13 Successful years.

Technology: The Business makes full use of technology in the industry, with a customer relationship management system, websites, social media channels, quotation platforms, SMS services, and AI technology.

The brokerage offers excellent customer service, expertise, and openness. It offers customers choices, maintains communication, and provides friendly, helpful service.

Large client base: The company has successfully built a large client base of over 2,500 active clients providing a high volume of regular, repeat business. This would be an ideal bolt-on for an existing business wishing to access this exclusive sector.

Marketing: A prime source of clients are the regular customers, and word of mouth recommendations.

The Advertising and Marketing carried out by the business include the quality websites, promotion on advertising platforms such as Google and social media to promote the services. The Brokerage focuses on generating their own leads, maintaining independence from third-party lead suppliers, by operating distinct brands, each with its own dedicated website and social media presence. Currently generating around 1500 leads per month.

The opportunity: The key opportunities for the successful purchaser.

With a client base exceeding 2,500, there is ongoing sales potential, there is a capacity to scale the team and broaden the company's reach, with the opportunity to incorporate supplementary insurance offerings.

There is also potential to achieve full advisory service, which could include mortgage advice and financial advice such as pensions, investments, and wealth management.

Property: The Brokerage operates from a leasehold premises on a 12-month renewable lease, with an annual rent of £18,000, rates exempt. The offices are ideal in a prominent office development with parking and 24-hour access.

Staff: The company is proud of its great staff and management, the business works with staff of a Sales Manager, Protection Advisors and a Support Officer.

Support and Training.

The founders of this Insurance Brokerage will be more than happy to facilitate a smooth and successful handover of the business.

Reason for sale: After 13 years the owners wish to ensure a successful transfer of the business, following which they will retire.

Next Step: To Register Interest, you will need to fully complete our Confidentiality Agreement.





ABERCORN BUSINESS SALES
SUCCESSFULLY SELLING YOUR BUSINESS

Next Steps & Contact

Abercorn Business Sales

0800 246 13 13

expert@abercornbusinesssales.com

abercornbusinesssales.com