



# Redefine your possibilities.

Your business, your way,  
with global backing.



Become a Marsh Authorised Representative

# About Marsh Authorised Representatives

Marsh has led and defined the Australian risk management, advisory and insurance broking field since 1965. Our unmatched global network brings together the best insights, expertise and services to help unlock opportunity.

We are built on a culture dedicated to understanding the risk and insurance needs of individual consumers, associations, groups and businesses that both live and operate in our cities, regions and communities.

Marsh is a business of Marsh McLennan, the world's leading professional services firm in the areas of risk, strategy and people. With annual revenue of more than \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: Marsh, Guy Carpenter, Mercer and Oliver Wyman. With offices in more than 130 countries, Marsh is the world's leading insurance broker and risk advisor, providing industry-focused brokerage, consulting, and claims advocacy services, and leveraging data, technology, and analytics to help reduce our clients' total cost of risk.

Marsh Authorised Representatives have been operating in Australia since 2002, with more than 100 client service consultants situated locally. Being part of the network, you'll be able to retain a local approach while gaining access to the global markets and worldwide networks across the Marsh McLennan group. What sets Marsh apart is our teams' ability to deliver this capability when it is required. With our broad and diverse reach we can help you place complex risks and provide access to specialists across a range of industries to service your clients, no matter their size.

 **Marsh**

Insurance broking, risk advisory and risk management solutions

 **Mercer**

Health, investment, retirement and career consulting and solutions

 **OliverWyman**

Reinsurance and capital strategies

 **GuyCarpenter**

Strategy, economic and brand consulting



# Why become a Marsh Authorised Representative?

As a Marsh Authorised Representative, you're in control of your business, making decisions that reflect your vision.

Our diverse service offering empowers you to confidently meet client needs and establish yourself as a trusted risk advisor. As an independent business owner, you have the chance to redefine possibilities and take charge of your financial future.



## Peace of mind throughout your entrepreneurial journey

You'll receive unwavering support throughout your entrepreneurial journey, so you can run your business with confidence.

From day one, you'll be provided with a valuable client book and guaranteed 12 months of income, giving you the financial stability to thrive.

You'll be empowered to run your business your way, making strategic decisions that align with your vision. We understand the importance of flexibility, enabling you to grow your business from anywhere. You'll have the freedom to build an individual portfolio of clients across diverse industries and business segments, unlocking limitless potential.

Rest assured, we'll back you with robust operational support, helping you with the tools and resources to efficiently run your business.



## Access to a network of people and resources, whenever, wherever you need them

We recognise the essential role of people and resources in supporting your entrepreneurial venture. That's why you'll have access to a comprehensive range of services, to help you grow and succeed through your entrepreneurial journey.

You can benefit from a continuous flow of leads and dedicated claims support, ensuring a steady stream of business opportunities and seamless assistance throughout the claims process. Experience the value of mentoring opportunities, learning from experienced professionals invested in your growth. Collaborate with like-minded individuals, fostering a supportive network of peers who share your entrepreneurial drive. With Marsh's broad and diverse service offering including specialty products such as cyber, marine, trade credit, financial institutions, mergers and acquisitions amongst others, you can confidently meet the varied needs of your clients, positioning yourself as a trusted risk advisor.

You'll have access to support teams including account and legal representatives, claims, IT and systems, in-house training and CRM portals. With our array of people and resources across the wider Marsh McLennan group, you'll never navigate your entrepreneurial journey alone.

## We can help you support your clients' risks

As a Marsh Authorised Representative you have access to a global network of resources that can help you manage and understand unique and complex risks across different industries and segments. These risks can impact costs, business culture and reputation and we give you the tools so you are equipped to manage your clients' risks and governance.



### 1. Insurance

- Insights on risk and insurance aimed at deploying your capital effectively
- Access to local and global markets and experts
- Fit-for-purpose policy wordings



### 2. Property risk

- Property risk evaluation
- Natural catastrophe modelling
- Maximum foreseeable loss studies
- Bushfire management



### 3. Strategic risk

- Enterprise risk management
- Reputation risk
- Cybersecurity and data privacy
- ESG
- Geopolitical



### 4. Operational risk

- Business continuity planning
- Corporate preparedness and crisis management
- Supply chain
- Post event response
- Product recall



### 5. Risk analytics

- Industry risk maps
- Risk tolerance analysis
- Benchmarking
- Risk quantification and loss modelling
- Risk finance optimisation
- Alternative risk solution feasibility
- Premium allocation models
- Actuarial studies



### 6. People risk

- Employee benefit strategies
- Whole of people risk approach to attract, retain and manage your workforce
- Advice on organisational structure, board and management talent gap analysis and employee value proposition development
- Workforce injuries prevention strategies
- Workers compensation program benchmarking
- Workers compensation loss profile



### 7. Financial risk

- Asset valuations
- Business interruption
- Fraud risk
- Alternative risk solutions (captives, parametrics, mutuals)



**Unlimited earning potential, empowering you to achieve your personal financial goals**

**With an uncapped earning potential, your financial success goes beyond the confines of traditional employment. As an independent business owner, you can open the doors to vast opportunities for income generation.**

You'll not only receive a share of renewal revenue but also a percentage share of new and expanded revenue. Additionally, ancillary revenue opportunities exist across a diverse range of businesses, such as financial and professional risks and advisory services, along with premium funding options. Furthermore, our commitment to give you peace of mind throughout your entrepreneurial journey extends to the exit portfolio transfer, where you are paid out 100% of the amount you've grown the portfolio's income throughout your time at Marsh.

Working with Marsh, you have the opportunity to embrace the possibilities of limitless earning potential and seize control of your financial future.



**I have been an Authorised Representative at Marsh for six years. I love my job and I love where I have chosen to serve my career. I think of Marsh as a partner that helps me grow my business. The specialist areas and expertise I have access to around the world makes my job a lot easier to do.**

**Some of the specialists Marsh has in certain fields carry more than 30 years industry experience and it is shared with me to pass on to my clients. I couldn't have had the success I've had over the years if I was anywhere else. Marsh has been a great place for me to build the foundation I now have."**

EMMA WALTER, NSW

## Qualities we admire

We take pride in the model we have built over the past 20 years and have identified some key qualities we look for in new team members.

 <p><b>Driven</b> Having the motivation to not only grow your portfolio but pursue personal growth in tandem.</p>	 <p><b>Sales and influencing proficiency</b> Capable of driving growth outcomes for Marsh, both with existing and new clients. Understands that exceptional results don't happen; they are created.</p>
 <p><b>Compliance mindset</b> Everything you do is done with compliance in mind, demonstrating uncompromising integrity.</p>	 <p><b>Growth mindset</b> Ability to think outside the box and determined to pursue answers and knowledge using available resources to solve problems, find solutions and ultimately provide value to our clients.</p>
 <p><b>Adaptable and flexible</b> Regularly use all your skills – technical, relationship management and sales – to pursue opportunities and overcome obstacles to get positive client and financial outcomes.</p>	 <p><b>Independent team player</b> Enjoys the independence of running your own portfolio and can work autonomously.</p>
 <p><b>Experience and network</b> High calibre insurance experience, plugged into industry insights and latest trends, and has deep potential client networks.</p>	 <p><b>Advocate for Marsh and Marsh McLennan</b> Is an ambassador for Marsh and the wider Marsh McLennan group. Looks for opportunities to refer clients to the other valuable Marsh McLennan resources and solutions.</p>





## GET IN CONTACT FOR A CONFIDENTIAL CONVERSATION




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“

I have been engaged as an Authorised Representative at Marsh for 16 years now.

The stand out for me at Marsh has been the depth and quality of the resources across all its business segments. Not only have I learned a lot from the wealth of experience of the many talented individuals that make Marsh an industry leader, but more importantly, I have been able to pass on this expertise for the benefit of my clients. The Authorised Representative model is the ideal conduit to providing that personal service, enhanced with the toolkit from one of the world's largest and most respected providers of insurance and risk management services.”

ANDREW NUNN, QLD



## About Marsh

[Marsh](#) is the world's leading insurance broker and risk advisor. With over 45,000 colleagues operating in more than 130 countries, Marsh serves commercial and individual clients with data-driven risk solutions and advisory services. Marsh is a business of [Marsh McLennan](#) (NYSE: MMC), the world's leading professional services firm in the areas of risk, strategy and people. With annual revenue over \$20 billion, Marsh McLennan helps clients navigate an increasingly dynamic and complex environment through four market-leading businesses: [Marsh](#), [Guy Carpenter](#), [Mercer](#) and [Oliver Wyman](#). For more information, visit [marshmclennan](#), follow us on [LinkedIn](#) and [Twitter](#).

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