

# MLC's Connect for Growth Program

**By purchasing all or part of a book of client servicing rights, you can grow your business and generate more revenue**

## Growing your business

The top priority for many advisers is finding ways to grow their business. And many choose to do this by buying all or part of a book of client servicing rights.

To make this process as easy as possible, we've developed a program where we purchase client servicing rights and sell them on favourable terms to our adviser network and those looking to join one of our Licensees.

We source client servicing rights from both our network and external businesses, and value them according to:

- ongoing revenue per client
- client age
- completeness of client information, and
- client geographical information.

We collect and validate the revenue data ourselves and provide you with this detailed analysis at no extra cost. This allows you to make an informed decision about whether the clients are the right fit for your business.

## Benefits

By using MLC's Connect for Growth Program, you can:

- purchase and own client servicing rights on favourable terms<sup>1</sup>
- minimise the time, resources and risk associated with the purchase process
- meet your business and growth objectives, and
- access a loan expert within NAB to help you fund your participation in the program if required.

<sup>1</sup> Conditions apply

## Find out more

If you're interested in purchasing all or part of a book of client servicing rights, call **(02) 9376 4853** or email **[connectforgrowth@mlc.com.au](mailto:connectforgrowth@mlc.com.au)** to discuss your requirements.

