

MLC's Connect for Growth Program

By selling all or part of your client servicing rights, you can focus on the clients best suited to your business model and inject capital back into your business.

Your ideal clients

When you identify your ideal target market, you may find that some of your existing clients fall outside this category or don't suit your business model. With MLC's Connect for Growth Program, you can sell these client servicing rights and concentrate on your preferred client base.

We manage the sales process from start to finish, and will determine a price for your servicing rights based on:

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

We'll pay you a portion upfront, with the balance paid at the time of on-sale, usually within six months. What's more, you maintain the client servicing rights and keep the ongoing revenue during this period.

Benefits

By using MLC's Connect for Growth Program to sell all or part of your client servicing rights, you can:

- realise capital that can be invested back into your business
- provide a better service to your ideal clients
- target clients more suited to your business model
- stay focused on your business' day-to-day operations, and
- minimise the time, resources and risk associated with the sale process.

Find out more

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

