

SUPPORTING A GROWING MGA IN AN EVOLVING MARKET

THE CHALLENGE

- **An Evolving Landscape:** Regular changes to the UK regulatory landscape such as consumer duty, price walking regulation and the tightened AR Framework
- **An Evolving Business:** Expanding the scope of operations, taking on new regulated activities such as binding and pricing
- **An Evolving Capacity Market:** Navigating the capacity crunch created by the more assertive approach of the regulator impacting providers willingness to provide capacity to smaller firms

OUR APPROACH

- **Supportive:** Providing policies and guidance when regulations change, assisting in a variation of permissions and responding to the subsequent regulatory scrutiny
- **Collaborative:** Supporting with introductions and refining business plans to attract new capacity – and helping to deliver due diligence that manages associated risk
- **Pragmatic:** Tailored and bespoke solutions and guidance, that met the needs of a small business and the regulator. Regular planning and review on compliance monitoring activity and tasks

THE RESULT

- **Client Satisfaction:** A good working relationship, with on-demand support, and access to a range of compliance skills and specialisms as well as a huge network of contacts
- **Regulatory Robust:** Strong relations with the regulator who are satisfied with the firms compliance and control environment
- **A Growing Business:** The MGA is growing its business, has expanded its customer base, and is increasing its footprint into new activity.



"I love the way that GreenKite come at any issue (never a 'problem') with a very different viewpoint from any other consultants that we have used.

We instantly discuss solutions, risks and next steps in a grown-up experienced fashion. They (correctly) give off the impression of deep experience, and you never get the impression of any cookie-cutter solutions. Further, they are proactive when needs be, thinking outside of any issue if there's something else that can improve our business."

