

Voluntary Benefits. Enrollment Solutions Crediting

Scenario	ARS Retail Producer/AE	H&B AE	VBES Consultant
Existing H&B Client where an ARS Producer or AE is not involved: H&B AE brings in VBES Consultant	No Production Credit	Opportunity Owner & 100% Sales Credit Production split not required	100% Sales Credit Production split not required
Prospect or ARS Risk Client: ARS Producer or ARS AE opens door for VBES and brings in VBES Consultant	Opportunity Owner 100% Sales Credit	N/A	100% Sales Credit Production split not required.
Core H&B Prospect: ARS Producer opens door for core H&B opportunity which includes VBES and brings in VBES Consultant	Opportunity Owner 100% Sales Credit	100% Sales Credit Production split not required	100% Sales Credit Production split not required

SFDC Entry Protocol:

VBES: The OPPORTUNITY OWNER should send an email Danielle Crea (danielle.crea@aon.com) providing the names of who will get the credit according to the guidelines above and she will enter the opportunity following naming and revenue protocols.

The OPPORTUNITY OWNER will initiate the Production Split process.