

# Distribution Relationship Manager

Front line support for all your Westfield needs!

From general questions about navigating Westfield to supporting your growth and success with us, your Distribution Relationship Manager is on point to help you thrive with Westfield.

Serves as your agencies main contact for:

- Overall growth plans with Westfield
- General questions about navigating Westfield
- Appointing new locations or assistance with contract updates (re-branding, code consolidations)
- Navigating a merger or acquisition with Westfield
- Contingency and other compensation questions
- Agency technology questions
- Questions about your agency agreement
- New agency referrals and prospecting
- New agency training
- Advertising, marketing, and co-branding resources
- Information about transfer book opportunities
- Westfield Scorecards and other agency communications
- Perpetuation planning



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