



BUILDING YOUR BUSINESS & EARNINGS

USING THE SYSTEM

INDEPENDENT DIVISION



National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

First Level: Trainee

A) Trainee Qualification

- 1) Complete employment application
- 2) Complete interview session with General manager
- 3) Complete the 5/5 training system
- 4) Register for insurance class and prepare for exam
- 5) Complete in-house training on Professionalism, Image Ethics
- 6) Complete in- house training on Prospecting, Sales and Client Services
- 7) Complete in -house training on Rules & Regulations
- 8) Meet the dress code requirement
- 9) Review and Adhere to UAF strict drug policy
- 10) Pass Background Check
- 11) Own a Valid Driver License or ID
- 12) Pass Drug Test Requirement

B) Sales and Trainee Earnings (Commission Only for 1st 2 weeks)

- 1) Trainee must be accompanied by a licensed agent at all times
- 2) Trainee expected earning breakdown:
 - i) \$5 per Qualified Prospect from Prospect Form
 - ii) \$10 per **appointment** set & confirmed by agent
 - iii) \$15 per Life application of sold **approach or appointment**
 - iv) \$10 per Disability application of sold **approach or appointment**
 - v) \$30 per Life Application **sold and submitted**
 - vi) \$20 per Disability **sold and submitted**

National Benefits Services

Independent Division

Trainee Training & Earnings: Mastering the Formula

1st Week: Mastering the 10 Methods of Prospecting Approach

\$5 for each qualified prospect (with an option of interest selected)

To be qualified a prospect must have cell, work, home (if applicable) and email address. Prospect form must be filled out completely.

15 to 20 per day (15 x \$5 to 20 x \$5)

\$75 to \$100 per day

\$450 to \$600 per week ending

2nd Week: Mastering the Phone Setting Appointments

\$10 for each confirmed appointment

\$15 per Life application sold by agent from appointments

\$10 per Disability application sold by agent from appointments

8 to 10 Appts for day

(Additional Earnings)

80 to 100 per day

\$480 to \$600 per week ending

3rd Week: Mastering the Presentation Running Appointments with Agent

\$30 for each Life application sold by trainee from Appointments

\$20 for each Disability application sold by trainee from appointments

1 standard sale is a bundle (1 Life/1 Hosp/1 Dis)

2 sales daily is projected using the Formula

$(2 \times \$30) + (2 \times \$20) + (2 \times \$20) = (60 + 40 + 40)$

\$140 per day x 6 days => \$840 per week

4th Week: L & H Insurance class (All day Mon & Tues)

Study daily and schedule an exam to become an agent at least 10 days from the day of class.

National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

Second Level

A) Agent Qualification

- 1) Pass the State Life and Health Exam
- 2) Complete the agent contract with all UAF insurance companies
- 3) Complete the AML (Anti-Money Laundering Training)
- 4) Purchase E&O Insurance
- 5) Must Have 100 Prospect/Referral Bank
- 6) Complete the Professionalism, Image & Ethics in Selling
- 7) Complete the Prospecting, Sells, and Client Services
- 8) Complete the Rules & Regulations & Solicitation Laws
- 9) Meet the Dress Code
- 10) Promotional meeting with General Mgr & Managing Gen Mgr.

B) Estimated Agent Earnings

Life: 40% contract level (Examples used based on \$40 pp Life case)

Dis: 25% contract level (Examples used based on \$20 pp DI case)

Hosp: 25% contract Level (Examples used based on \$20pp Hosp case)

\$270 Per Life App (65% Advance on Issued Business)

\$65 Per DI App (50% Advance on Issued Business)

\$65 Per Hosp App (50% Advance on Issued Business)

\$400 x 6 Days = \$2400 per week

= \$10,400 per month

= \$124,800 per year

Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

Third Level

A) General Agent Qualification

- 1) \$100,000 in issue paid life premium within 1 calendar year
- 2) \$200,000 in issue paid disability premium with 1 calendar year
- 3) 80% persistency of such premium for the same calendar year
- 4) Promotion meeting with General Managers & Managing General Mgr.

B) Estimated General Agents Earnings using the formulae

Life 50% contract level (Examples used based on 40 pp Life App)

Dis 30% contract level (Examples used based on 20 pp Dis App)

\$338 per Life App (65% Advance on approved Apps)

\$78.00 per Dis App (50% Advance on approved Apps)

\$78.00 per Hosp App (50% Advance on approved Apps)

\$494 x 6 Days = \$2,964 per week

= \$12,844 per month

= \$154,128 per year

Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

Fourth Level

A) General Manager Qualification

\$250,000 in issue paid life premium within 1 calendar year or

\$500,000 issue paid disability premium within 1 calendar year

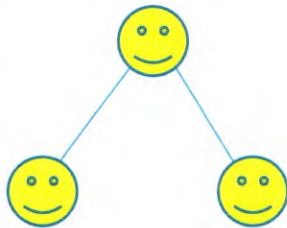
80% persistency of such premium for the same calendar year

2 Licensed & Producing Agents

Must leave 1 behind with your General Mgr. to receive promotion

Promotion meeting with General Managers & Managing General

Example



Leave 1 Behind
Take 1 to
become an agency



Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

B) Estimated General Manager Earnings using the Formulae

Life 60% contract level (Examples used based on 40 pp Life App)

Dis 35% contract level (Examples used based on 20 pp Dis App)

\$403 per Life App (65%\$ Adv. on approved Apps)

\$91.00 per Dis App (50% Adv. on approved Apps)

\$91.00 per Hosp App (50% Adv. on approved Apps)

\$587 x 6 Days = \$3,522 per week

Overwrite Earnings 1 Agent

Life 20% contract (65 % Adv. On approved cases) \$135 x 6 Days = \$810

Dis 10% contract (50% Adv. On approved cases) 26x 6 Dis = \$156

Hosp 10% contract (50% Adv. On approved cases) 26x 6 Dis = \$156
\$1,122

General Mgr Weekly Earnings from Overwrite = \$1,122

General Mgr Weekly Earnings from Personal Production = \$3.522

\$4,644 Per Week

\$20,124 Per Month

\$241, 488 Per Year

Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

Fifth Level

A) Senior General Manager Qualification

\$500,000 in issue paid agency life premium within 1 calendar year or

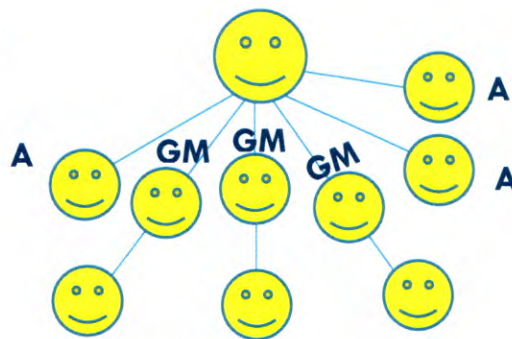
\$1,000,000 in issue paid agency disability premium within 1 calendar year

80% persistency of such business for the same calendar year

3 Qualified General Mgrs.

Promotion with Senior General Mgr. and Managing General Mgr.

Example



3 General Mgrs. 10% Overwrite

3 Agents 40%

Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

B) Estimated Senior General Manager Earnings Using the Formulae

Life 70% contract Level (Examples used based on 40 pp Life App)

Dis 40% contract level (Examples used based on 20 pp Dis App)

\$473 per Life App (65% Adv. On Issued Paid Apps)

\$104 per Dis App (50% Adv. On Issued Paid Apps)

\$104 per Hosp App (50% Adv. On Issued Paid Apps)

\$681 x 6 Days = \$4,086 per week

Overwrite Earnings 3 Agents

Life – 30% Contract (65% Adv on Issued Paid Cases) $\$203 \times 3 \times 6 \text{days} = \3654

Dis - 15% Contract (50% Adv on Issued Paid Cases) $\$39 \times 3 \times 6 \text{days} = \702

Hosp – 15% Contract (50% Adv on Issued Paid Cases) $\$39 \times 3 \times 6 \text{days} = \underline{\$702}$

\$5058

Overwrite 3 General Mgrs. (2 People Per Agency producing 2 Sales per Day

Life 10% contract (65% Adv. On Issued Paid cases) $\$68 \times 2 \times 3 \times 6 \text{days} = \2448

Dis 5% contract (50% Adv. On Issued Paid cases) $\$13 \times 2 \times 3 \times 6 \text{days} = \468

Hosp 5% contract (50% Adv. On Issued Paid cases) $\$13 \times 2 \times 3 \times 6 \text{days} = \underline{\$468}$

\$3,384

Personal Production = \$4,086

Overwrite 3 Agents = \$5058

Overwrite 3 GM's = \$3384

\$12,528

Total estimated Senior General Mgr Earnings- \$54,288 Monthly

Total estimated Senior General Mgr Earnings - \$651,456 Annually

Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

National Benefits Services

Independent Division

Levels of Qualification for Production and Earnings Breakdown

6th Level

A) Managing General Mgr. Qualification

\$1,000,000 in issue paid agency life premium within 1 calendar year or

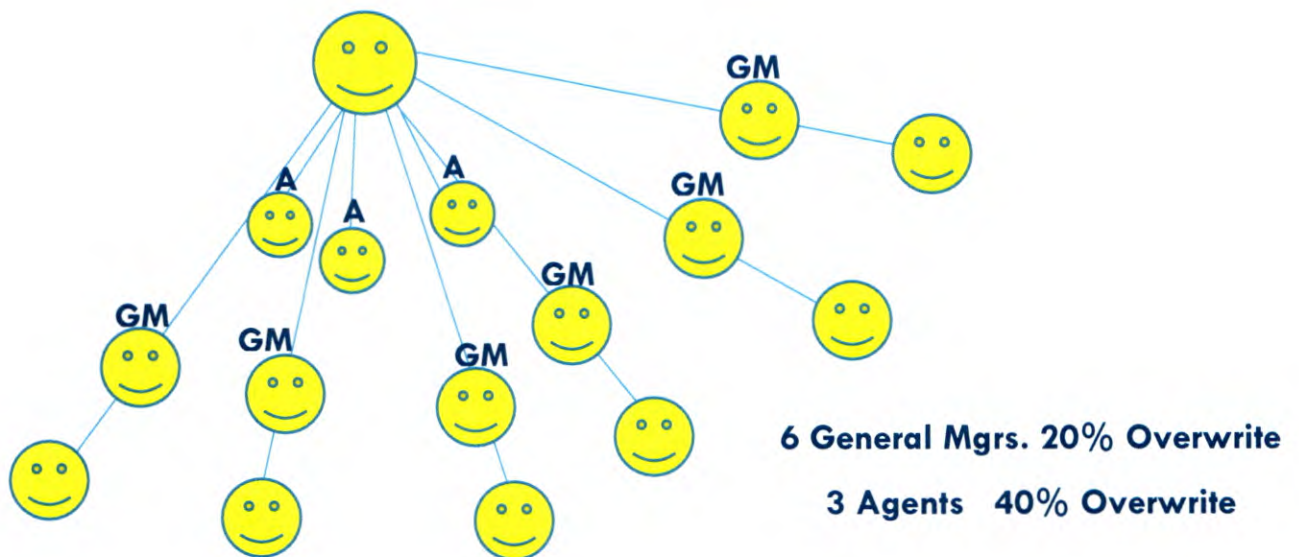
2,000,000 in issue paid agency dis premium within 1 calendar year

80% persistency of such premium for the same calendar year

6 Qualified General Mgrs.

Promotion meeting with Managing General Mgr.

Example



Note: There is a \$20 charge to agent per confirmed appointment and additional \$30 charge to agent per sold appointment or %15 split on submitted appointment

B) Estimated General Manager Earnings Using the Formulae

Life 80% contract Level (Examples used based on 40 pp Life Apps)

Dis 45% contract level (Examples used based on 20 pp Dis Apps)

\$541 per Life App (65% Adv. On Issued Paid Apps)

\$117 per DI App (50% Adv. On Issued Paid Apps)

\$117 per Hosp App (50% Adv. On Issued Paid Apps)

\$775 x 6 Days = \$4,650 Per Week

Overwrite Earnings 3 Agents

Life 40% overwrite (65% Adv. On Issued Paid cases) $\$270 \times 3 \times 6 \text{days} = \$4,860$

Dis 20% overwrite (50% Adv. On Issued Paid cases) $\$52 \times 3 \times 6 \text{days} = \936

Hosp 20% overwrite (50% Adv. On Issued Paid cases) $\$52 \times 3 \times 6 \text{days} = \underline{\$936}$

\$6,732

Overwrite Earnings 6 General Mgrs. (2 people per Agency producing 2 sales per day)

Life 20% overwrite (65% Adv. On Issued Paid cases) $\$135 \times 2 \times 6 \times 6 = \$9,720$

Dis 10% overwrite (50% Adv. On Issued Paid cases) $\$26 \times 2 \times 6 \times 6 = \1872

Hosp 10% overwrite (50% Adv. On Issued Paid cases) $\$26 \times 2 \times 6 \times 6 = \underline{\$1872}$

=\$13,464

Total Estimated MGM Weekly Earnings :

(Personal \$4,650)

(3 Agents \$6,732)

(6 General Mgrs. \$13,464)

=\$24,846 Weekly

=\$107,667 Monthly

=\$1,291,992 Annual