

#WINWITHFFL

HOW DO FFL AGENTS GET PAID?



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BREAKING IT DOWN:

SCENARIO:

Bob wants a life insurance policy in place so that when he passes, his children can cover his funeral costs. John (FFL Agent) runs him a quote. John can get Bob \$25,000 in coverage for \$100 a month. (\$1,200 per year).

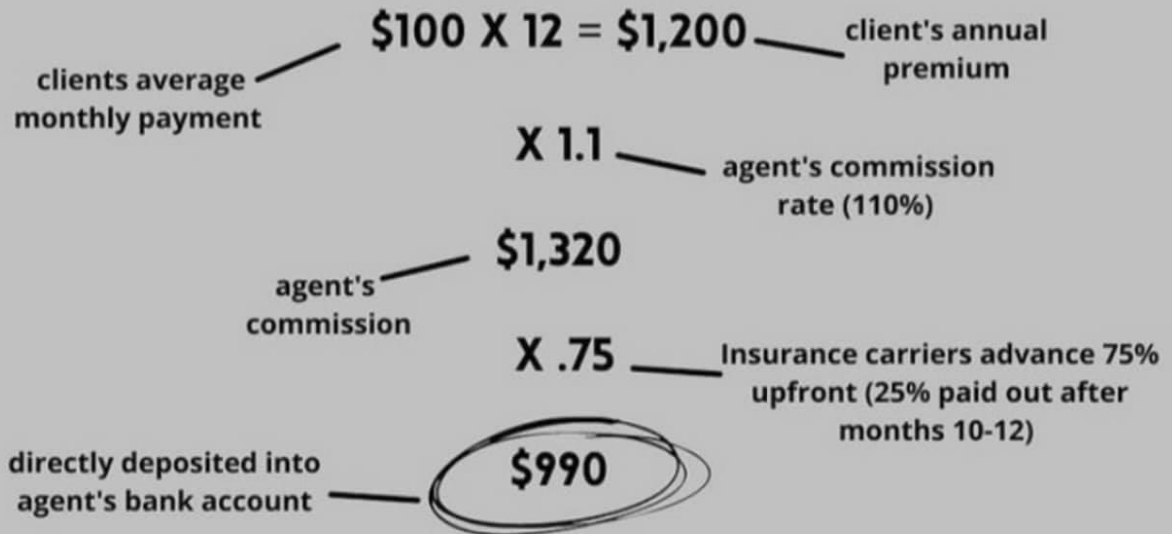
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|--------------------------------|----------|
| TAX FREE DEATH BENEFIT: | \$25,000 |
| ANNUAL PREMIUM (AP): | \$1,200 |
| MONTHLY PAYMENT: | \$100 |



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COMPENSATION BREAKDOWN:

WE START OUR AGENTS AT 110%



THIS ILLUSTRATION DESCRIBES HOW WE GET PAID PER POLICY. ALL POLICIES WILL DIFFER IN PREMIUM BUT THIS IS THE COMPANY WIDE AVERAGE OF ANNUALIZED PREMIUM.



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SO ON AVERAGE, IF YOU....

BOOK: 30 appointments per week

YOU'LL SIT WITH: 20 families

YOU'LL WRITE: 8-10 policies

YOU'LL CHARGEBACK: 1-2 policies

YOU'LL DEPOSIT: \$8,000+

