



Next Generation Agency

Southern Zone

What are we looking for?

- Entrepreneurs
- Sales & leadership ability
- History of success
- High integrity
- Ability to work independently
- Self driven & self motivated
- Risk takers
- Competitiveness
- Financial wherewithal
- Credit worthiness

How does one become approved?

- Contact AFO/Agency Recruiting
- Take the Sales and Leadership Career Profile+ Questionnaire (An “acceptable” score is required to move forward in the approval process)
- Successfully complete the background check (credit, criminal, MVR, education, employment)
- Complete required activities prior to attending Career Understanding session (start to prepare a business plan & autobiography)
- Participate in Career Understanding session (1 day)
- Competency based interview and business plan presentation
- Executive approval committee makes final decision on approval

Once approved:

- Candidates receive weekly notification on openings country wide
- Candidate applies or posts for opening and competes for position
- Once selected, candidate is hired as agent intern/employee for approximately 4-6 months and paid full salary + benefits
- Training consists of class room training, licensing, and self study; as well as agent field developer experience
- Following intern training, candidate becomes a TICA (term independent contract agent) and receives an \$18,000.00 start up allowance
- Immediate revenue on assigned policies or **premium builder compensation** with New Market opportunities
- After 12 month TICA period, AA05 eligibility is possible