

First Timer Agent Enrollment Instructions

NewLife Marketing dba Brumett Agency, Inc. (BAI), is an agency building company. We help agents and agencies build their business by offering products, training, support and sales strategies.

For a person that wants to get into the life insurance business we offer the opportunity to get into the business through our agency network.

The recruit will be in business for themselves, but not by themselves. They can work at their own pace and develop their business **either part time or full time.**

What we need to get started:

1. Complete the First Timer's Information Sheet.
2. Autograph the training agreement with BAI.
3. Write a check to NewLife Marketing for \$325.00. Cash is OK!

A prospective agent cannot make insurance presentations of any kind until after they are properly licensed with the state. However, they are expected to make a list of 100 prospects to call on when they are licensed.

The training agreement includes a commitment to work with our organization and write business only through a NewLife affiliated company without written permission from the President to do otherwise.

The \$325.00 covers all expenses associated with the process including the 36-hour school, the exam, licensing with our affiliated companies and the FasTrak to Life Sales Success Course.

The new agent is expected to submit life sales each week. During the training period a Certified Field Trainer (CFT) will go with the Agent In Training (AIT) and all cases are split 50/50 with the CFT.

Five EZ Steps to Success

1. Complete all items noted above and return to NewLife.
2. Select a time to go 4 days to the training school in Little Rock.
3. The AIT takes the life and disability exams and score 70 after school.
4. We will license you and assign a trainer to work with the AIT.
5. When the AIT and CFT agree the AIT is ready to go on their own, the AIT will be released for making un-supervised sales.

First Timer Agent Training Agreement

I, _____, understand that in order for me to participate in the opportunity to sell insurance products that I must have a sponsor and my sponsor is _____. I agree that the time and effort involved to complete the process and the liability taken on by Brumett Agency, Inc., (BAI) is very valuable to me and my future success in the insurance business.

For \$325.00 paid to BAI, I will be afforded the opportunity to attend the 36 hour pre-licensing school, take the life and disability exams, and be licensed with the State Insurance Department. Furthermore, I understand that by signing this agreement I will not receive a refund if I do not complete the process described.

I promise to license with insurance companies affiliated with BAI only and to place all business with BAI affiliated companies except in special cases, which I understand must be approved by the President of BAI. Any violation of this will be grounds for termination of my contracts and revocation of my privileges associated with the NewLife Marketing network of agents including bonuses and renewals.

Signed

Agent	Sponsor	Date
NewLife Marketing, BAI, President		Date nl020820

To: Clint Papasan

From: Bill Brumett

Subject: First Timer Recruiting

Date: January 14, 2002

As you know, I started in the life insurance business part time. Within six months I was making as much part time selling life insurance as I did full time as an Electrical Engineer. I went full time and in 18 months had built an \$8,000 per month earned income. I know it can be done. I did it!

Now some 22 years later I still believe that people can enter our business part time and do really well with it. Therefore, we are offering people the opportunity to get into the business part time. After a time, they may want to make the transition to full time, but we will not pressure them to do that.

Enclosed you'll find details of a system that will lead to success for someone who will try. The real question for you is to evaluate this person to see if you think they can make it. It is not fair to the person if they cannot meet some basic requirements for success.

Ask yourself these questions:

1. Is the person a native of the area or has he/she been there long enough to have adequate contacts for prospects. Do they have 100 people to see?
2. Age 30'ish and married is best.
3. Are they successful now at what they do, but just need an opportunity?
4. Are they a self-starter or will we have to pump them up every day?

After thinking through these questions, if you will sponsor this person we will be glad to help them get started. You will be expected to help the person with the steps. You will earn an override on their business. We will start new recruits at 65% and you will make the difference between their level and yours as they work through our system. During the training period (minimum of five sales), if you are qualified to be a CFT, you can work with the new agent and all business will be split with you. So you'll get half the business plus overrides on their first 5 cases.

If you have questions, please call Brandy or me. We will be glad to help.

Thanks in advance for your efforts.

Sincerely yours,

Bill Brumett PE, LUTCF
President

NewLife Marketing

An Agency Building Company

First Timer's Information Sheet

Please Print or Type - Confidential Information

Date: _____

Personal

First	Middle	Nickname	Last
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Home Address	City	State	Zip
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Social Security Number	Date of Birth	Home Phone
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Marital Status	Spouse
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Present Job or Business

Name of Business	Duties
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Business Mailing Address	City	State	Zip
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Communications: Our ability to communicate with you is vital.

Home Phone	Business Phone	Email Address
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Other ways we might get in touch with you.

Profile

How long have you lived in your present area? _____ Years

Have you ever been convicted of a felony? Yes No

Have you ever filed for bankruptcy protection? Yes No

Do you have a computer? Yes No

Additional Information may be written on back of form.

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