



The benefits of good hard work.®

## THE COLONIAL LIFE ADVANTAGE

Choose a trusted leader that stands out from the competition.

### BROKERS

91%

*are likely to recommend Colonial Life*

92%

*say we're competitively priced*

Versta Research, Colonial Life Broker Loyalty Study, 2015

### EMPLOYERS

95%

*intend to continue offering our products*

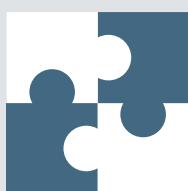
Market Decisions, 4Q2016 Voluntary Benefits Claimant Satisfaction Research, 2017

### EMPLOYEES

95%

*of customers are satisfied with Colonial Life's overall handling of their claim*

Market Decisions, 4Q2016 Voluntary Benefits Claimant Satisfaction Research, 2017



Unlike most benefit companies, Colonial Life offers core and voluntary benefits enrollment through a single system.



## Build a career focused on helping others

### Become an agency sales representative

If you're a driven professional who's passionate about helping others, you can build a rewarding career with Colonial Life. By joining our mission to help America's workers protect what they've worked so hard to build, you can have a positive impact on your community, all while earning a competitive income.

As an agency sales representative, you'll help employers manage the complexities of benefits through our proven business solutions, while helping employees understand their benefits and where they may need added financial protection.

### A plan for success

Over the years, many agency sales representatives have found success through persistency and hard work. From your first day with us, you'll have access to tools, training and support to help you succeed.

- Receive personalized training and ongoing support through field classes, online courses and home office instruction.
- Commit to our proven process that will help you conduct leads research, make contact with decision makers and follow up with prospects.

### An industry leader with a history of excellence

By working with us, you'll be backed by a company with industry expertise:

- More than 75 years of helping provide financial protection for America's workers
- More than 90,000 client businesses and organizations, with coverage for more than 3.7 million of America's workers
- More than \$1.5 billion in in-force premium

Colonial Life & Accident Insurance Company internal data, 2017



You could make more than \$52,000 in the first year.

TOTAL OPENER SALES PREMIUM (BEFORE SPLITS)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Number of New Accounts	14	14	15	16	17
New Account Sales Premium	\$196,000	\$224,000	\$285,000	\$320,000	\$374,000
Existing Account Sales Premium	0	\$78,000	\$148,000	\$231,000	\$319,000
<b>Grand Total Sales Premium</b>	<b>\$196,000</b>	<b>\$302,000</b>	<b>\$433,000</b>	<b>\$551,000</b>	<b>\$693,000</b>
Commissions	\$28,000	\$43,000	\$61,000	\$79,000	\$96,000
New Account Bonuses	\$17,000	\$19,000	\$19,000	\$22,000	\$23,000
First-Year Bonuses	\$7,400	0	0	0	0
Renewals	0	\$2,000	\$6,000	\$12,000	\$19,000
<b>TOTAL COMPENSATION</b>	<b>\$52,400</b>	<b>\$64,000</b>	<b>\$86,000</b>	<b>\$113,000</b>	<b>\$138,000</b>

*This five-year projection is a realistic goal for you based on actual company sales performance.*

**81%** of employees say that they buy voluntary products because of the convenience of purchasing at work.

Eastbridge, *MarketVision: The Employee Viewpoint*, 2017

## Understanding your earning potential

We don't cap your income or limit how much you can grow. With Colonial Life, the only limits are the ones you set for yourself.

### Your income comes from three major sources:

- Commissions for business you personally generate
- Lucrative incentive bonus structure for opening new accounts
- Potential renewal income from your existing block of business (after your second year)

## Build a meaningful career with unlimited potential

With an increasing demand for voluntary benefits, you'll have the potential to grow your income every year. You'll also have the freedom to build the business you want. And we'll be there to support you every step of the way.

**Colonial Life**  
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ColonialLife.com

**Start your new career today. Call 800-845-7330, option 9, ext. 86300 or email [NationalRecruiting@ColonialLife.com](mailto:NationalRecruiting@ColonialLife.com).**

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