



Compensation

FAQs

GENERAL QUESTIONS

What type of commission levels can I expect when writing insurance business?

Licensed agents can earn the full maximum available percentage of street level or comparable agent commission for all L&H and P&C product lines. Effectively, if you could earn a commission with a carrier on your own in a direct-to-carrier relationship, you can earn the same commission level or more at RetireCo.

Do commission levels increase with production?

Yes. At \$50,001 in earned commissions our life and health agents are paid at our highest commission tier. At \$500,001 in earned premium our property and casualty agents are paid at our highest commission tier.

Do I ever have to reapply or request a commission level increase?

No. We automatically increase commission levels as new commissions are earned.

Can I maintain an existing carrier contract or relationship?

Yes. Our carrier contracting is truly an open architecture platform wherein you can leverage our carrier access as needed to best provide for your clients. In order to fully leverage our CRM platform with both case management and compensation data integration it is highly recommended that you maintain the majority of your carrier contracts with RetireCo.

Who owns the book of business?

You own the book of business provided you are licensed and in good standing with the corresponding carrier.

How are commissions paid on supplemental or employee benefit products?

Once you establish a benefits platform for a company or organization you will generate commissions in accordance with your commission tier from the sale of all insurance and related products to members/employees, provided you are licensed to sell said products.

Do you have a release policy?

No. We will release any agent immediately upon request, provided a) the agent is in good standing, b) the agent does not have any outstanding chargebacks or pending business, c) such a release is permitted by the corresponding carrier or partner.

LIFE & HEALTH COMPENSATION QUESTIONS

How often are L&H commissions paid?

Commissions are paid via ACH each week on Friday following remittal and payment to our company for the sale of a product or service. We make every effort to pay commissions as quickly as possible and remit payments as soon as possible after receipt.

Are residual and renewal commissions paid in the same manner?

Yes. All commissions received in a any given week are paid via ACH of Friday. This includes all forms of commission payments.

Are my renewals vested?

Yes. All residual and renewal commissions are vested day one.

Where can I see my L&H commission levels for each L&H product?

The majority of our L&H carriers and products are searchable using our Product & Commission Search Tool within each agent's dashboard. Commissions are set by each corresponding carrier and are subject to change.

Are commission advances available for any products?

Yes. We have a number of life and health products that offer commission advances from 6 to 9 months (50% - 75%). Most products and their corresponding advance information are searchable from within each agent's dashboard.

Can I participate in carrier incentive trips and awards?

Yes. Established producers will have access to additional benefits and the majority of carrier trips and incentives.

Can I set up a beneficiary to receive ongoing commission due to me?

Yes, provided the carrier requests this information and provides an opportunity to support this type of ongoing commission arrangement.

LIFE & HEALTH COMPENSATION SCHEDULE

Level 1 L&H Agent Schedule

Level 1 L&H Agents hold a valid life and health, or comparable license in their resident state with required E&O insurance coverage in place. These agents will be assigned a producer code and submit business directly through RetireCo and our partners.

Production Tier	Earned Commissions	Commission Rate
STANDARD AGENT	\$0-\$50,000	Up to 105% of L&H Premium
ELITE AGENT	\$50,001+	Up to 115%+ of L&H Premium

Are there opportunities to earn higher commission rates for specific products or particular carriers?

Yes. It is important to understand that RetireCo provides access to over 500 insurance carriers and 14,000 products nationwide. There are numerous factors that affect commission rates including: state of sale, age of client, premium amount, and etc. In order to provide a standard commission grid that is 100% transparent for our agents we acknowledge that some variations and anomalies may occur. *If you feel that a higher commission percentage may be available on a particular product you can request to speak with our commissions team and we will evaluate each agent request on a case-by-case basis. Additionally, non-licensed agents can refer L&H business for a growing number of product lines.*

PROPERTY & CASUALTY COMPENSATION QUESTIONS

How are my P&C commissions paid?

All P&C commissions are paid directly to you from our digital wholesaler, InsureZone. If you have opted in for ACH Direct Deposits, you will receive a deposit no less than once per month. If you have not opted for Direct Deposit, commissions are processed and checks are issued once per quarter.

When will I receive my P&C commissions on sold policies?

We are typically paid 30-45 days after the effective date of the policy. This is true in most instances regardless of when or how your customer made their premium payment to the carrier. We then cut checks on a weekly basis and you will be paid once each month for all commissions due. We apply cash from most carriers via an electronic commission statement download the same day that the statement is received. We typically make payments to agents about two weeks after we receive payment from the carriers and have applied the cash.

Do you charge brokerage fees or do you allow my agency to charge fees?

We have never charged brokerage fees on the policies we sell. Certain states allow agencies to charge a brokerage fee. Our P&C Producer Agreement states that if you decide to independently charge a brokerage fee, you will abide by all state insurance laws and will provide the required disclosure and will obtain the needed customer authorization, signatures and acknowledgement regarding fees charged.

Who owns the book of business?

You own the business by way of contract as clearly defined in our P&C Producer Agreement, which you are asked to sign.

If I lost an appointment due to volume requirements, can you roll my book of business?

Yes. We have a simple process in place that requires minimal information from you or your customer.

If I have an existing direct carrier appointment, can I maintain that relationship?

Yes, absolutely. Our "Best of Both Worlds" platform allows you to maintain any existing carrier relationships, while quoting additional carriers side-by-side. Effectively, this means that you can never earn less working with RetireCo than you would on your own with direct-to-carrier relationships.

PROPERTY & CASUALTY COMPENSATION SCHEDULE

Level 1 P&C Agent Schedule

Level 1 P&C Agents meet InsureZone's experience requirements and have required E&O insurance coverage in place. These agents will be assigned a producer code and submit business directly through InsureZone.

Production Tier	Size of Book/Earned Premium	Commission Rate
A	\$500,001+	Up to 17.25%+ of P&C Premium
B	\$200,001-\$500,000	Up to 16.55% of P&C Premium
C	\$101,000-\$200,000	Up to 16.10% of P&C Premium
D	\$50,001-\$100,000	Up to 15.40% of P&C Premium
E	\$0-\$50,000	Up to 14.95% of P&C Premium

Level 2 P&C Agent Schedule

Level 2 P&C Agents do **not** meet InsureZone's experience requirements, but they are licensed and have required E&O insurance coverage in place. Each application submitted by these agents through our rating platform will ultimately be sold by InsureZone's internal underwriters.

Production Level	Size of Book/Earned Premium	Commission Rate
F	\$150,0001+	Up to 9.20% of P&C Premium
G	\$75,001-\$150,000	Up to 6.90% of P&C Premium
H	\$0-75,000	Up to 4.60% of P&C Premium

What are the experience requirements to qualify for each level?

We work with agents at all levels of experience. Experienced agents with a minimum of one (1) year of personal lines and/or three (3) years of commercial lines experience can participate as a Level 1 P&C Agent. New and less experienced licensed agents can participate as a Level 2 P&C Agent. *Some exceptions may be considered and we will evaluate each agent request on a case-by-case basis. Additionally, non-licensed agents can refer P&C business through an assigned referral code.*

COMPENSATION FOR REFERRALS + OTHER SERVICES

What are the licensing requirements to refer business to RetireCo?

There are no licensing requirements to refer business to RetireCo. We offer referral fees in most states for the vast majority of products and services that we offer.

What type of referral fee can I expect when referring customers?

We provide all referral fees in accordance with the NAIC Producer Model Act based on the state of sale for non-licensed agents. While referral fees vary from product-to-product and state-to-state we make every effort to maintain competitive compensation as high as 15% of the commissionable revenue typically generated by an insurance agent. Licensed agents may also choose to refer business or participate in joint cases, earning as much as 30-70% of total commission.

How often are referral fees paid?

Referral fees are paid via check or EFT no less than once per month following remittal and payment to our company for the sale of the product or service. We make every effort to pay referral fees as quickly as possible.

If I start out referring a product line, but change my mind later how soon can I start selling?

Right away. We provide access to both pre-licensing and training directly through your dashboard under the Support tab. We are also happy to work with you and answer any questions that you may have along the way in order to bring you up-to-speed and ready to sell any product.

Can I sell or refer products and services in multiple states?

Yes. We have dedicated product and service offerings available in every state. Product and carrier availability varies in each state. You have the ability to refer all business for a particular product line or refer on a case-by-case basis, whether it is a product you are unfamiliar with or the client is located in a state you are not licensed in.

How much can I earn selling Living Trust services?

RetireCo Estate Planning, LLC. offers a one-time \$375.00 commission for all Living Trusts referred to us with a completed worksheet and full payment.

How much can I earn selling Identity Theft Protection products?

Through our partnership with ID360, LLC, we offer a full commission schedule for each of our Identity Theft Protection packages for individuals and couples. Commissions range from \$1.00 - \$4.00/month to \$10.00 - \$40.00/year based upon the package and subscription term.

DOWNLINE RECRUITMENT

Can I refer agents to RetireCo?

Yes. You can access our Refer-an-Agent tool directly from within your agent dashboard. In a matter of seconds you can send a custom link to any agent that you'd like to refer to us. If they register to join RetireCo we will provide you with a small override ongoing based upon their production, provided you are both in good standing.

Does it cost anything to refer an agent?

No. You are welcome to refer as many agents as you'd like at no cost to you.

Can I add sub-agents?

Yes. We have dedicated proprietary solutions designed for downline recruitment and agent placement within your hierarchy. You can add a sub-agent for a particular product line or niche market and we can even assist with recruitment of a sub-agent if you would like.

How does the sub-agent program work?

Ultimately you decide what you will provide to your sub-agents and what override commission you would like to earn on their business. Provided your sub-agent agrees to the terms that you select, they will be placed into your hierarchy. At that point, you will be able to track their activity, leads, sales, commissions and more from within your dashboard.

Does it cost anything to add a sub-agent?

Yes. We charge \$9.99/month for each sub-agent that you add to your hierarchy. This is designed to provide some level of quality control and you are welcome to pass this cost on to your sub-agents should you choose to do so.

Does RetireCo manage the commission payments and accounting for sub-agents?

Yes. We manage sub-agent commission payments, percentage splits and referral fees. Each agent and sub-agent will receive their pre-determined share of every earned commission directly from RetireCo via ACH.

Do I need to be licensed in each state where I have a sub-agent?

Yes. In order to receive commissions you must be licensed in the state where each commission is generated. Some exceptions may be permitted; however, it is our policy that all agents are licensed in all states where they receive commissions.
