



Let's get to work.

Cultivating your career
as an insurance and
financial professional.

For use in the 41 states (and DC) OTHER THAN Arizona, California, Illinois, Iowa, Montana, Nevada, New Hampshire, North Dakota, and South Dakota.



Challenging, interesting work that will motivate you every day—that's what we can offer you.

Being an insurance and financial professional¹ at New York Life is more than a profession; it's an opportunity to shape your own future.

¹ Please note: Insurance and financial professionals are agents of New York Life Insurance Company and its insurance company affiliates.

We like to say you're building your practice for yourself, but not by yourself.

You'll receive some of the best training in the industry, and have the chance to take control of your career with the guidance and support of one of the most respected names in the business.

Let's face it. Work today is driven by change, and success depends on your ability to adapt to new technologies, consumer trends, and ways of doing business. You've got to be ready to meet new challenges and work hard, but if you're ambitious and focused, the rewards are definitely worth it.

And as your practice matures, you may decide to choose a specialization with the support that our Practice Models curriculum offers.

Through an exclusive partnership with the American College of Financial Services, New York Life offers five specialized career tracks for our financial professionals to earn industry designations, develop expertise and grow their practice at an accelerated pace.

1 Financial Guidance

Foundational solutions, including family protection, income protection, and planning for retirement

2 Retirement Planning²

Investing and creating income to help clients thrive in retirement

3 Wealth Advisory³

Wealth accumulation strategies using a goals-based approach

4 Business Solutions

Addresses unique concerns and needs of Business owner clients

5 Estate Planning

Strategies for optimally managing and passing on assets, while minimizing estate and other taxes

² Must be a Registered Representative with NYLIFE Securities LLC, member FINRA/SIPC, a Licensed Insurance Agency and a New York Life Company.

³ Wealth Advisory requires affiliation as a financial advisor with Eagle Strategies LLC, A Registered Investment Advisor and a New York Life company. Qualification requirements include but are not limited to applicable FINRA general securities, agent state law, investment advisory licenses, compliance history, production standards, and required training.

Here's where you'll start...

After connecting with a recruiter, you'll participate in a thorough interview process. It may seem lengthy, but it's important to make sure that this is the right choice for you.

Once the interview process is complete, and you have started as an insurance and financial professional with New York Life, you'll begin training for your new career.

Connecting the dots.

As part of your training, you'll begin developing your own book of business by promoting yourself to people you already know—friends, family, colleagues. Your work is founded on relationships. It's never been easier to start a successful career as an insurance and financial professional because people have never been so connected. Take a look at your phone. You'll be surprised how big your network already is and how far it can take you.

A day in the life...of you.

You'll start by working in one of our offices, where you'll continue to learn by shadowing and working with experienced agents and managers. You'll have ongoing access to some of the industry's best training, but nothing beats learning on the job with people who want to help you succeed. Building strong relationships with your peers and manager is part of how we do business.

This isn't 9 to 5.
You've got to be all in.

Hear more about the day in the life of a New York Life agent.



Sagar Thakkar



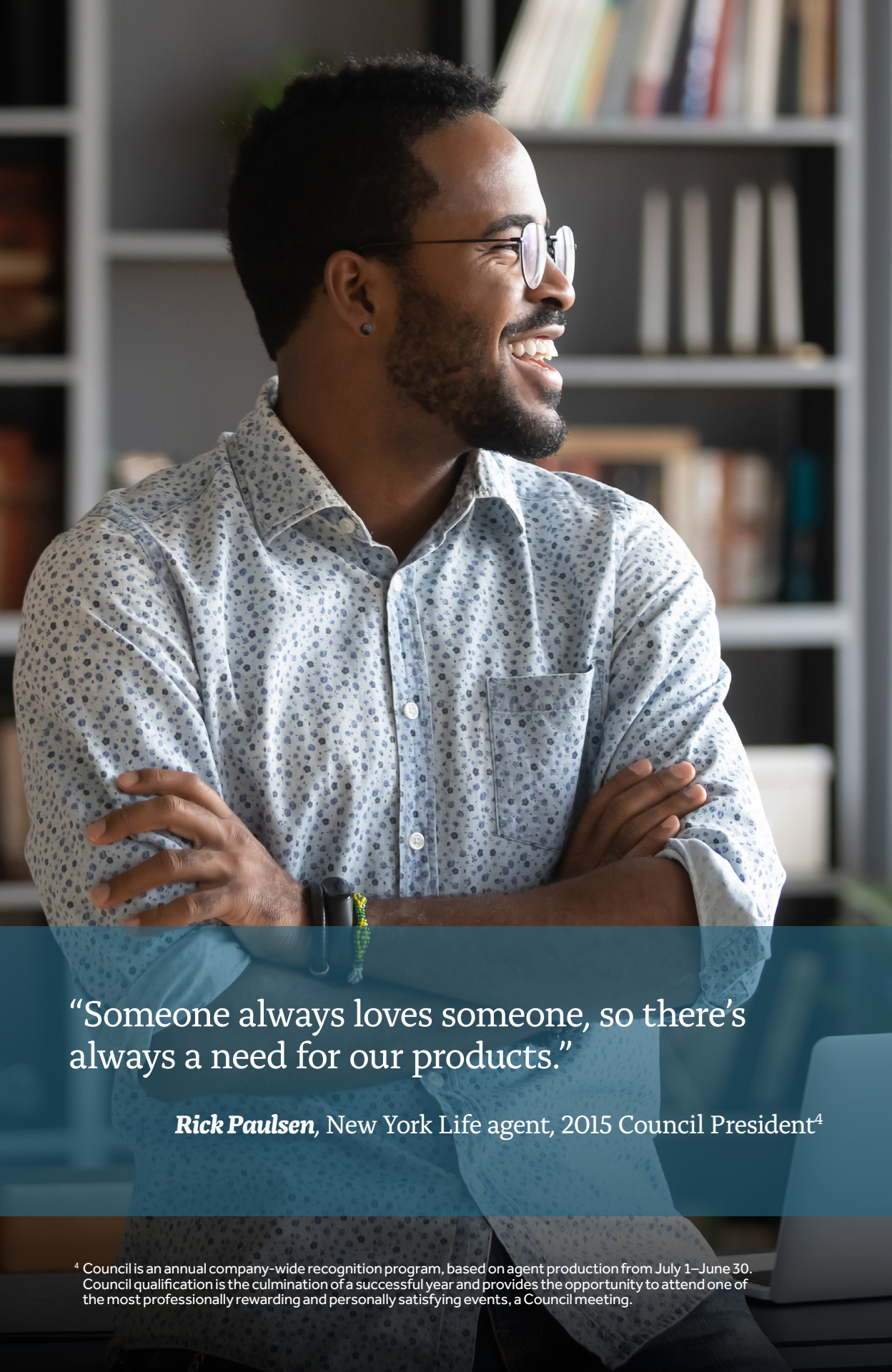
Dennis Ballow



Lina Trujillo



Tae Y. Clough



“Someone always loves someone, so there’s always a need for our products.”

Rick Paulsen, New York Life agent, 2015 Council President⁴

⁴ Council is an annual company-wide recognition program, based on agent production from July 1–June 30. Council qualification is the culmination of a successful year and provides the opportunity to attend one of the most professionally rewarding and personally satisfying events, a Council meeting.

Your income comes from your commissions, so how much money you make and how far you go are entirely driven by you.

How much you make is up to you.

Let's be clear. This is not a 9-to-5 job with a set salary. You will be building your own practice, but with help from us. Your commissions are generated from what you sell, so the more you achieve, the higher your income. It's empowering to know that you don't have to wait for your boss to give you a raise. You're in complete control of your success.

Get a little help along the way.

We understand that it takes time to learn our business and to build a client base that can sustain your lifestyle and family. That's why we offer a Training Allowance Subsidy (TAS) plan that can provide an additional source of income during your first two years as an insurance and financial professional at New York Life.

Ready for success?

These are the traits you'll need:

Self-discipline

To hold yourself accountable.

Resilience

To adapt and thrive.

Persistence

To push through.

Determination

To go further than you ever thought you could.

On the right side of supply and demand.

Boomers are retiring, millennials are becoming parents, people in general are living longer. According to the Bureau of Labor Statistics, all of this is increasing demand for insurance and financial products and services. In fact, **employment of insurance and financial professionals is expected to grow by 7%** from 2020 to 2030, as fast as all occupations.⁵



⁵ Source: U.S. Bureau of Labor Statistics, Employment Projections program, <https://www.bls.gov/ooh/sales/insurance-sales-agents.htm>.



“People are going to remember the impact that you had on their lives. If my work can have an impact on someone or a family friend, then I left something in this world that is better than when I was born into it. That is a big deal to me”

Lizzie Dipp Metzger, New York Life agent, 2017 Council President⁶

⁶ Council is an annual company-wide recognition program, based on agent production from July 1–June 30. Council qualification is the culmination of a successful year and provides the opportunity to attend one of the most professionally rewarding and personally satisfying events, a Council meeting.

The difference is mutual.

That spirit of looking out for one another comes from a culture founded in mutuality. As a mutual company, we're owned by policy owners. That means we focus on the needs of the folks who own our policies instead of shareholders or Wall Street speculators. It makes our business very personal, and helps promote a culture of stewardship and camaraderie. You'll experience this difference throughout all of your career—from your first day on.

This is a career for the long term.

Insurance and investments⁷ are at the heart of our business, and the people who sell our products are the key to our ongoing success. Unlike other companies, we understand the importance of a vibrant sales force, and we're committed to its growth.

Plus, as an insurance and financial professional at New York Life, you'll benefit from the stability and reputation you gain from working with a recognized and respected leader in the industry. We've been serving the insurance and financial needs of Americans for over 175 years. It's a history of achievement that you can be proud to be a part of.

Integrity, humanity,
financial strength—
guiding principles
that serve us well.

⁷ Only offered by properly licensed registered representatives of NYLIFE Securities LLC (member FINRA/SIPC), a Licensed Insurance Agency and a New York Life company.

Ready to take the next step?

Starting a new career is a big decision that takes courage and commitment. We're here to answer any questions and help you get to know us better. Contact your recruiter or visit [newyorklife.com/careers](https://www.newyorklife.com/careers) to learn more.

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It's all about community.

The New York Life Foundation supports national charities in two areas of focus: educational enhancement for middle-school students and childhood bereavement.

Your values are our values. We encourage a work environment that celebrates diversity. Everyone is expected to bring his or her own cultural and intellectual perspectives to the table.



Compensation and benefits that add up.

It's important to feel rewarded for your hard work. Compensation⁸ at New York Life depends on a number of factors, but with a commission-based career, what you make is ultimately up to you.

Let's look at the numbers.

A successful insurance and financial professional⁹ can make a very good living. In 2020, the average income of our nearly 12,000 insurance and financial professionals who sold at least one life insurance policy exceeded \$91,000.¹⁰ In that same year, the average income of the top 1,000 of those insurance and financial professionals was \$491,000.¹⁰

How much will you make?

Your compensation is based on commissions, which are tied to your sales.

More than your typical commission.

In many sales careers, the only source of commissions is at the time you make a new sale. But at New York Life, our business depends on maintaining long-term relationships with our clients. That's why your income will consist of short-term and long-term compensation.

Short-term compensation.

Short term compensation is money you receive within the first year of selling a policy. Here we are referring to first year

commissions, which are made up of a portion of your client's premium payments during the first 12 months they own a product. Your short-term compensation is an important part of your total compensation while you remain with the Company.

Long-term compensation.

As clients continue to make premium payments, you continue to be rewarded. Here we are referring to renewal compensation, which is based on a portion of your client's premium payments after the first policy year. Over time, your renewal compensation will add up and make a healthy contribution to your income while you remain with the Company.

Training allowance during your first two years.

Knowing that it takes a little while to get up and running in this business, you have the opportunity to generate additional income by participating in one of our Training Allowance Subsidy (TAS) plans. These plans are designed to provide additional financial support during your first two years, to help keep you on your feet while you build a client base.

There's a lot more to our compensation structure. But rest assured, if you're ambitious, you can make a very good living.

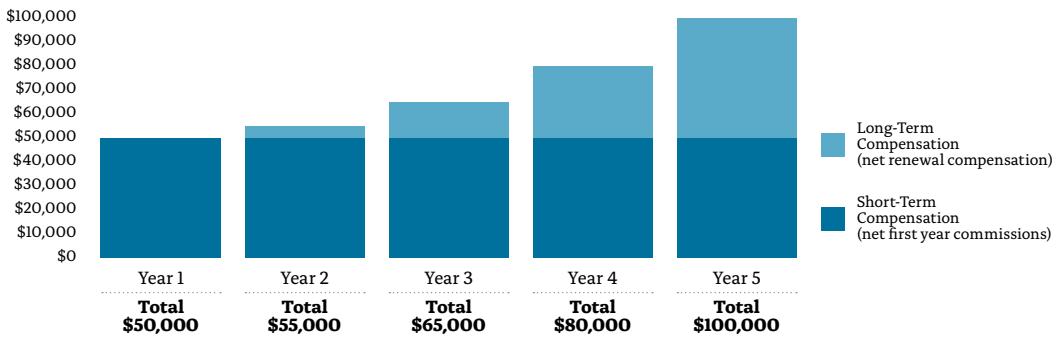
⁸ Commissions are posted to your Agent's Ledger. First Year Commissions (FYC) is one type of income credit; other types of credits are renewal commissions, Premium Drawing NYLIC, and TAS. Commission reversals or authorized expenses are examples of types of debits to the Agent's Ledger. Each credit and debit posted to the Agent's Ledger is part of determining the compensation you are paid. An agent receives payments, in the amount, if any, equal to the positive balance on the Agent's Ledger after the credits and debits are applied.

⁹ Insurance and financial professionals are agents of New York Life Insurance Company and its insurance company affiliates.

¹⁰ Based on Company data.

Take a look at how it works...

Renewal Compensation: Grow your income.¹¹



¹¹ This hypothetical example is for illustrative purposes only. It assumes new sales of Whole Life policies every Year (1-5) that generate First Year Commissions of \$50,000, with all policies remaining inforce. Actual results will vary depending on individual agent production and policy persistency experience. Renewal Compensation consists of Renewal Commissions and Premium Drawing NYLIC (PDN), which compensate you for providing service and keeping policies inforce. So, each year, in addition to First Year Commissions on new policies sold, your ledger will be credited with Renewal Commissions and/or PDN on Whole Life policies sold in prior years that are still inforce, creating an increasing income stream.

Thinking about your own retirement?

Whether you're just starting out or are already a seasoned professional, we offer a defined benefit plan,¹² the NYLIC Retirement Plan, that provides monthly payments to eligible agents in retirement. It's one of the few pension plans left in the industry.

The payments you receive depend on your eligible income, years of service, age, and the form of payment you choose. It can be a very valuable benefit that makes working here even more attractive.

401(k) for you.

When you join, you'll be eligible to enroll in the Agents Progress Sharing Investment Plan (APSI),¹² a 401(k) savings plan designed specifically for our sales force. You can make voluntary, pre-tax and/or Roth contributions up to 15% of first-year and renewal commissions and service fees. For eligible agents, it also provides for certain discretionary contributions directly from the Company.

Medical, dental, and more.

Full-time agents and their eligible dependents are immediately eligible for medical, dental and vision benefits. Full-time agents are also eligible for group long-term disability, life insurance and accidental death & dismemberment coverages.¹²

Visit nylibenefits.com and select "Agent" to explore the benefits offered to our agents.

¹² The plan descriptions included herein are necessarily brief and provide only general descriptions of the benefits available to eligible Agents under the applicable plans. Specific terms, such as eligibility and benefits, are determined only by the terms and conditions contained in the relevant plan documents. In the event of any conflict between the information herein and the applicable plan documents, the provisions of the plan documents will govern. The Board of Directors determines annually whether to make a contribution under APSI and the basis on which contributions are made. New York Life reserves the right to amend or terminate APSI, the Group Plan for New York Life Agents and the Nylic Retirement Plan (and any other benefit plans), in whole or in part, at any time.

Training that will school you.

Training should be about connecting ideas, goals, and people. Our program covers a wide range of topics to help you start out and continue to grow as a successful insurance and financial professional.¹³

Market your business using social and digital tools.

Find and retain clients.

Identify solutions for every client need.

Network with other professionals to grow your business.

Plan and organize sales goals.

You don't have to be a financial expert to start your new career, because we'll help you become one. In fact, you'll receive training that's among the best in the business.

Whether in the classroom, online, or in the field learning from experienced professionals, you will benefit from decades of experience delivered in a way that's meant to maximize participation and retention.

NYLIC University.

NYLIC University is the centerpiece of our training program. By participating in programs both in person and online, you'll develop the foundation for understanding our business, the most appropriate solutions for your clients, and how you can sell them. Our new agents complete three development phases within their first year—to quickly build the right competencies for a successful career with us.

Training covers all areas you'll need to master including:

- Marketing
- Prospecting
- Sales skills
- Product knowledge
- Business acumen
- Compliance

Professional certifications.

All of our insurance and financial professionals are encouraged to pursue professional designations that increase their skills and position them as leaders. You can pursue certifications such as Chartered Life Underwriter® (CLU), Chartered Financial Consultant® (ChFC), or even Master of Science in Financial Services (MSFS). We also provide tuition reimbursement for qualifying individuals and courses.¹⁴

Tools to help you every day.

In addition to structured training, you'll have access to a wealth of proprietary tools designed to connect you with your peers, make work more efficient, and ultimately help you earn and grow.

Whatever your background, your potential lies in your desire to succeed. Stake your claim. Be bold. Take control of your career with training that will push you to reach goals you never even imagined. To learn more, talk to a New York Life recruiter or visit newyorklife.com/careers/agents today.

¹³ Insurance and financial professionals are agents of New York Life Insurance Company and its insurance company affiliates.

¹⁴ LUTC, MSM and Ph.D. courses are not eligible at the American College. CLU® and ChFC® are eligible for 100% reimbursement; MSFS is eligible for 50% reimbursement.

FAQ: The stuff you want to know.

You've got questions. We've got answers. If you don't find what you're looking for here, one of our recruiters will be glad to help out.

Is this a sales position?

Yes. Insurance and financial professionals¹⁵ at New York Life sell products that help our clients protect their families and prepare for the future. Once you've established yourself in this position, there are opportunities for qualified individuals to move into management, recruiting, operations, and other areas. Your growth is important to our growth.

What's the salary?

Your compensation is based on your sales, so there is no salary. But, a commission-based career puts you in charge of how much you make. At first, this can be challenging, but if you've got the drive, you'll soon learn that it's very empowering.

Ask yourself, "How much income do I need in the first year to make this a viable career choice?" Be realistic. Know that over time your income may increase because you will make more connections and more sales, and you will benefit from previous sales. Ask your recruiter for more information.

Is there any financial help at the beginning?

Of course! We know that it takes a little while to get up and running in this business. That's why we offer a choice of two Training Allowance Subsidy (TAS) plans—each designed to provide the opportunity for an additional source of income during your first two contract years. And, we provide training to explain the features of each TAS plan so that you can choose the one that works best for you.

I've never sold insurance and financial products before. Will I be trained?

Don't worry. We provide some of the best training in the industry. You'll learn in the classroom, online, and in the field. You'll also have access to mentors and managers who want to help you succeed.

And you don't have to have a degree in business or finance. Some of our best insurance and financial professionals were from different industries altogether.

¹⁵ Insurance and financial professionals are agents of New York Life Insurance Company and its insurance company affiliates.

Is it just life insurance?

We offer a full range of insurance and financial products that provide insurance protection, retirement preparation, and overall financial strategies. We remain focused on providing the financial solutions that help our agents positively impact the individuals, families, and businesses in the communities they serve.

Will I get a list of leads?

You don't need us to give you a list. You're more connected than you think. In fact, you might want to update your status to "Checking out new jobs at New York Life" right now. We'll give you the tools to turn your connections into a thriving business.

Am I assigned a territory?

No. You are assigned to a General Office, but you can build your business, and sell to clients in any jurisdiction, as long as you are licensed and appointed in the state and follow company policies. Your General Office team will work with you and can help with that.

Do I have to sell to family and friends?

You don't have to, but when you're starting out, your personal network can be a surprisingly helpful source of clients and referrals. Your extended social circle is full of people looking for insurance protection, retirement preparation, and overall financial strategies. Social media makes it easier than ever to establish yourself and build a book of business.

Got more?

The best way to get your questions answered is to ask.

We offer a full range of insurance and financial products that provide insurance protection, retirement preparation, and overall financial strategies.



New York Life Insurance Company

51 Madison Avenue
New York, NY 10010
www.newyorklife.com

New York Life is an Equal Opportunity Employer –
M/F/Veteran/Disability/Sexual Orientation/Gender Identity
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