# Colorado Insurance - 2024 Independent Agent Development Program

During your first 30 days, you will be expected to complete 20 qualified quotes, as well as online training for quoting carriers and Ezlynx training. You will receive 10% of the agency commission on each policy sold during this 30 day period. If all requirements are met, at the Director of Sales discretion, you will be offered a W-2 position.

A $5000 start up bonus will be paid to you if you have accomplished the following:

* Write $95,000 in annual premium by no later than the 4th month of your W2 phase and meet/exceed your minimum number of quotes - 40 quotes monthly.

# Months 1-2 (Expectations are listed below)

* $48,000 annual pay (Approximately $4,000 a month) for months 1-2, base
* 10% of the carrier new business commission
* 0% renewal
* Bonus (See Below)

**Month 3-6 expectation Fast Start Award** – There are two ways to qualify for the Fast Start Award, the first you must achieve a minimum of $95,000 in Annual Written premium by the end of month 4. The second way to qualify you must achieve a minimum of $150,000 in WP by the end of month 6. By qualifying for the Fast Start Award - you will receive a 2 day/3-night trip to HQ in Colorado for a tour, additional training, meals and meetings with management and top producing agents.

# Months 3-6 (Expectations are listed below)

* $42,000 annual pay (Approximately $3500 a month) for months 3-6, base
* 20% of the carrier new business commission
* 0% renewal
* Bonus (See Below)

# Months 7-12

* $36,000 annual pay (Approximately $3,000 a month), base for months 7-12 (Expectations are listed below)
* 30% of the carrier new business commission
* 0% Renewal
* Bonus (See Below)

# Months 13- 24 - (Expectations are listed below)

* $36,000 annual pay (Approximately $3,000 a month), base for months 7-12 (Expectations are listed below)
* 80% of the carrier new business commission
* 0% of the carrier renewal commission
* Bonus (See Below)

# Monthly Bonus, Months 1-24

* + $25,000.00 written premium $500.00 \* Only for months 1-6
  + $30,000.00 written Premium $ 750.00 \* Only for Months 7-12
  + $35,000.00 written premium $1,000.00
  + $40,000.00 written premium $1,500.00
  + $60,000.00 written premium - $2,000.00

**Renewals**

* Renewals start on month 25 at 45% of the carrier renewal commission.

## Minimum Quoting expectation to remain on the program.

* + Complete a minimum of two (2) qualified quotes in the system per day, Monday – Friday. (40 quotes/households a month)

## Minimum Monthly premium expectations to remain on the program.

* + Month 1 – Month 24 – $25,000 Minimum annual premium per month