

Why Join Management?

It's Simple Economics!

“Thought towards profitability” ...

Using the same amount of time invested in each presentation, the diagram below compares:

1. What an Agent selling three (3) apps a week could earn in a year,
2. What a Unit Manager could earn in overrides if he strictly paid attention to only writing new business, and
3. What a Unit Manager could make “selling” the opportunity to a new recruit to join our T.E.A.M.

Take time to consider all the scenarios below and then decide ... What should *your* focus be?

Agent Selling Apps

60-90 minutes time invested on each sale

\$2,000 Net AP
 x
 15% commission
 \$300.00
 x
 3 apps/week
 \$900.00
 x
 52 weeks/year
 \$46,800/year

Unit Manager Only Training an Agent (No Recruiting)

60-90 minutes time invested on each sale

\$2,000 Net AP
 x
 5% override
 \$100.00
 x
 3 apps/week
 \$300.00
 x
 52 weeks
 \$15,600/year per Agent
 x
 4 Agents producing in Unit
 \$62,400/year

Unit Manager Selling A Job Opportunity with UA

60-90 minutes time invested on each “sale”

\$144,000 (New recruit who becomes a convention qualifier)
 x
 5% override
 \$7,200.00
 x
 2 New recruits/month who become convention qualifiers
 \$14,400
 x
 12 Months
 \$172,800/year

Greater Income Opportunity

\$62,400
 +\$172,800/year
 \$235,200

\$46,800
 +\$62,400/year
 \$109,200

Ever wonder why some Managers are so busy recruiting?

Could you make recruiting an important part of your day?