

# AGENCY BUILDER SYSTEM, INC. AGREEMENT

**Mail to: ABS, INC. • 18333 Egret Bay Boulevard., Suite 270 • Houston, TX 77058**

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

This contract is made and entered into by AGENCY BUILDER SYSTEM, INC. (Hereafter referred to as ABS, INC.) and the General Agent (Hereafter referred to as Agency Builder) named above.

ABS, INC appoints the Agency Builder under its contract with various Insurance Companies and Brokerage Firms in the jurisdiction in which the Insurance Companies, Brokerage Firms, ABS, INC. and the Agency Builder are duly licensed and qualified to do business.

The Agent appointment is subject to all of the terms of this contract and of those of the Insurance Companies and Brokerage Firms we represent. This will include all Schedules, Additions, Supplements and Endorsements added to this Contract.

## **Duties and Responsibilities:**

ABS, Inc is the BEST PAY SYSTEM in the business. Since ABS, Inc currently charges no fee for membership it is **expected that every agent signing up will immediately start writing business.**

### **PRODUCTION:**

ABS, Inc is designed to help agents, who are already actively producing business, earn higher commissions. You attest that by joining ABS, Inc., you are ready to **immediately write business.**

ABS, Inc makes getting appointed with its insurance companies easy. You go on line to our contracting system and fill out one form, one time, for all companies. In most states and with most of our insurance companies, you can write business and get appointed the same day. This means, you are **ready to write business** as soon as you check into the contracting system.

ABS, Inc has an online quote system for Term and UL that enables you to produce printable quotes or PDF files to email from day one.

Every agent starts at the General Agent (GA) (highest street level) commission level. After the initial \$2880 (annualized which should take about 2 weeks for the average agents) in production you will begin earning overrides above the GA level on your personal production. These overrides will allow, in your first few weeks with ABS, Inc, to achieve commission levels as if you were producing \$30,000 plus a month in production.

The \$2880 initial production mentioned above is the base production requirement to qualify for the higher than GA commissions and also the amount of commission by your **down line that you are paid overrides on.**

**Production Commitment:**

In order to maintain high level commission contracts with our insurance companies, it is essential that everyone do their part by making a firm commitment to a certain level of production. Remember, every month you produce \$2000 in commission at the GA level you earn TOP Bonus!

I \_\_\_\_\_ am immediately ready to write business and commit to the following production. (Please state your commitment in terms of commission at the GA level.) For this projection your Life commission is based on 100% (typical GA level). All annuities are based on 10%. Example: You write a \$100/month life policy, you earn \$1200 annually. As example when you write a \$50,000 annuity you earn \$5000 annually.

First 90 days: Minimum \_\_\_\_\_ Maximum \_\_\_\_\_

First Year: Minimum \_\_\_\_\_ Maximum \_\_\_\_\_

If you are currently at the top "Street Level" (GA) life commissions and earned \$100,000 last year, you would earn an additional \$10,000.00 to \$27,500.00 with ABS....plus overrides on your down line agents.

**Compliance:**

Know and comply with the rules and code of conduct for the companies you contract with. Be sure and follow their advertising guidelines.

**SPONSORSHIP: It is easy to recruit agents into ABS, Inc.**

You are not required to sponsor anyone, but if you do, make sure they are ready to write business. To take maximum advantage of the ABS, INC. down line override system, your income will grow much faster if you sponsor agents who have a record of production in the recent past. We are not looking for recruiters...we want producers who established their production first with ABS, Inc and then recruit. After you have sponsored a few **producer agents**, you will then see how the SYSTEM will build your AGENCY and a lifetime income for you.

**TRAINING:**

Keep current with your personal CE requirements, take advantage of insurance company training and assist in training those you sponsor. ABS, Inc will assist in web site and software training. ABS, Inc offers sales tips and product information in our bi-weekly newsletter. ABS, Inc will offer ongoing web training sponsored by our companies.

**LEADERSHIP:** Demonstrate by writing quality business. Go on line with each company and monitor your business at assist to issue. Expect the same from those you sponsor.

**AUTHORITY to REPRESENT:**

**TERRITORY:**

The AGENCY BUILDER is authorized to do business under the terms of this contract in those territories where ABS, INC. is approved to conduct business and the AGENCY BUILDER is duly licensed to conduct such business, but nothing herein exclusively assigns such territory to the AGENCY BUILDER.

**RECORDS and REMITTANCE:** You must at all times follow the rules of the insurance companies we contract with. When you submit an app, please double check to be sure you and your client have answered all the questions. If there is a health issue, let your underwriter know by cover page or complete all the health questions using part II of the app or the paramed report, giving all details. You are the first and main underwriter on the case.

#### **COMPENSATION:**

**BASE COMMISSION:** The AGENCY BUILDER shall be paid a base commission and service fees, if any, directly by the insurance companies that the AGENCY BUILDER, through ABS, INC. is licensed with, in accordance with each individual company's agent agreement. The amount of such commission and service fee is set by AGENCY BUILDER SYSTEM, INC.

**OVERRIDES: There are several overrides:** Your qualifying commission is \$2880.00 at the industry GA level (top street).

#### **Overrides on the first \$2880 of every agent in your down line:**

You must write and place \$2880 (about 2 week's production) in annual NSC in order to qualify for all overrides.

You will be paid an override commission set by the rules and formula on new business on the first \$2880 NSC on all the agents in your down line organization. You will be paid a renewal override commission, set by rules and formula also on the first \$2880 of all your organization down line for 5 levels.

Overrides are paid monthly. Once you have placed \$2880 in annualized commission you will earn overrides on your down line for the remainder of the calendar year.

#### **Overrides on commission above \$2880 for your personal production:**

After you earn \$2880 of annualized NSC (calendar year) your commission is increased. See the example on our web site. This is the schedule that will allow you to earn commissions much higher than the GA level.

#### **Regional Manager Overrides:**

You must write and place \$2880 in annual NSC in order to qualify for this override. This can be a very large override. See example on web site.

#### **Territory Manager Overrides:**

You must write and place \$2880 in annual NSC in order to qualify for this override. This can be an extremely large override. See example on web site.

**AGENCY BUILDER FEES: This is a GREAT benefit coming soon...**Our active qualifying producing agents will gain a specific advantage from this program. These fees will generate additional income from your down line.

**AGENCY BUILDER SYSTEM ASSIGNS LEADS OBTAINED ON THE INTERNET:** This is coming soon and active qualifying producing agents will receive these leads free.

#### **BUSINESS RELATIONSHIP:**

**Independent Contractor Relationship:** You are an independent contractor and not an employee of AGENCY BUILDER SYSTEM, INC. Anytime you wish to be released from any insurance company appointment through ABS, Inc, where ABS, Inc will not take an income or liability loss from past written business, you will be released.

**ABS, INC. and Insurance Company rules:** You agree to abide by the terms and conditions of this contract, insurance company rules and any rules that may be published, or contained in our web site, from time to time.

**Materials and Advertisements:** You must comply with all insurance company guidelines and must have approval for all AGENCY BUILDER SYSTEM, INC materials and ads.

**DISABILITY:** If you have been with AGENCY BUILDER SYSTEM, INC. for a period of at least 5 years and have met the minimum annual production requirements for overrides for at least 5 or your last 7 years and you become totally disabled and your disability qualifies you for social security disability benefits, you will also be eligible for continuous AGENCY BUILDER overrides from your base organizational down line for a period of 5 years, or until you return to work, whichever event occurs first. This benefit does not include bonuses or fees. The SYSTEM makes this work! After you elect to receive disability benefits you forfeit the option to SELL YOUR ORGANIZATIONAL DOWN LINE.

**RETIREMENT:** You are eligible for retirement at age 65 with 20 years of service or at age 70 or older with at least 10 years of service if you have met the minimum annual production requirements for overrides for 10 of the last 15 years. At retirement you will continue to receive AGENCY BUILDER overrides from your base organizational down line until your death. This benefit does not include bonuses or fees. You will have no personal production requirements. The SYSTEM makes this work! Once you choose this option you cannot SELL YOUR ORGANIZATIONAL DOWN LINE.

**DEATH BENEFIT:** If you have been with AGENCY BUILDER SYSTEM, INC. for a period of at least 10 years and have met the minimum annual productions for overrides for at least 8 years of your last 10 years, your designated beneficiary will receive, as a DEATH BENEFIT, your base organization down line overrides for a period of 5 years. This benefit does not include bonuses or fees.

**SELL YOUR ORGANIZATIONAL DOWNLINE:** With the approval of the Board of Directors, you may sell, inside the SYSTEM, your organizational down line. In other words, someone buys your position in the organization and they will receive the OVERRIDES, BONUSES and FEES if they meet the minimum production requirements. It can be someone new to the SYSTEM, or someone within the SYSTEM. The SYSTEM makes this work!

**TERMINATION:**

Termination for cause: Material violation of any state or federal laws or regulations relating to state insurance laws. Should the Agency Builder, in representing the many insurance companies we are contracted with, wrongfully withhold any funds, policies or premium, this contract may be terminated. Termination for cause results in forfeiture of any further payments from AGENCY BUILDER SYSTEM, INC.

**CONTRACT SHALL TAKE EFFECT:** This contract shall take effect on the date shown below after the same has been signed by an officer of AGENCY BUILDER SYSTEM, INC and you have satisfied the licensing requirements of the state(s) where you propose to market our products.

**AGENCY BUILDER**

(Choose appropriate line and complete)

\_\_\_\_\_ **Individuals SS#** \_\_\_\_\_

**Print Name**

x \_\_\_\_\_ **Partnership Tax ID #** \_\_\_\_\_

**Signed**

\_\_\_\_\_ **20** \_\_\_\_\_. **Corporate Tax ID #** \_\_\_\_\_

**Date Executed**

**HOME OFFICE APPROVAL**

**This contract is approved as shall become effective as of** \_\_\_\_\_ **20** \_\_\_\_\_.

\_\_\_\_\_  
**By**

\_\_\_\_\_  
**Title**

\_\_\_\_\_  
**Date Executed**

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