

# Let's get to work.



Cultivating your career  
as an insurance and  
financial professional.





**Challenging, interesting work that will motivate you every day— that’s what we can offer you.** Being an insurance and financial professional at New York Life is about more than just clocking in and clocking out; it’s an opportunity to shape your own future.



**You'll receive 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.

We like to say you're in business for yourself, but not by yourself.

# 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, 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. Our 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 many regional offices where you'll continue to learn by shadowing experienced agents. You'll have ongoing access to industry-leading training, but nothing beats learning on the job with people who want to help you succeed. Building strong relationships with your peers is part of how we do business.

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

## A day in the life...



### **Anja Nickel**

2<sup>nd</sup> year agent  
Greater Washington GO

8:30AM

Get into the office.  
Need coffee!!!

9AM–NOON

Training

12:00PM–1:30PM

Lunch with new prospect  
from Hampden.

1:30PM–2:30PM

Discuss next week's  
appointments w/  
Development Manager

2:45PM–4:30PM

Return calls & set  
appointments for next week

6:30PM–8:00PM

Networking at  
new parent seminar



“The people you shake hands with and spend time around are going to be the ones you insure.”

**Rick Paulsen**, *New York Life agent, 2015 Council President*

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

### What you earn 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 business, but with help from us. You will earn commissions for what you sell, so the more you achieve, the more you will earn. 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.

### Help to get you on your feet.

Beginning a new career can be stressful, especially when your compensation depends on sales. We understand that it takes time and money to become a successful insurance and financial professional, so our Training Allowance Subsidy program can help provide needed income during training and in the initial years of your new sales career.

## Ready for success?

These are the traits you 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 this is increasing demand for insurance and financial products and services. In fact **employment of insurance and financial professionals is expected to grow by 30%** from 2014 to 2024, much faster than the average of all occupations.

30%  




“Go see people. Have fun.  
Don’t ever, ever quit.”

**Christie Mueller**, *New York Life agent, 2015 Council Vice President*



(Source: US Bureau of Labor Statistics, Employment projections program, <http://www.bls.gov/ooh/business-and-financial/personal-financial-advisors.htm#tab-6>).

## The difference is mutual.

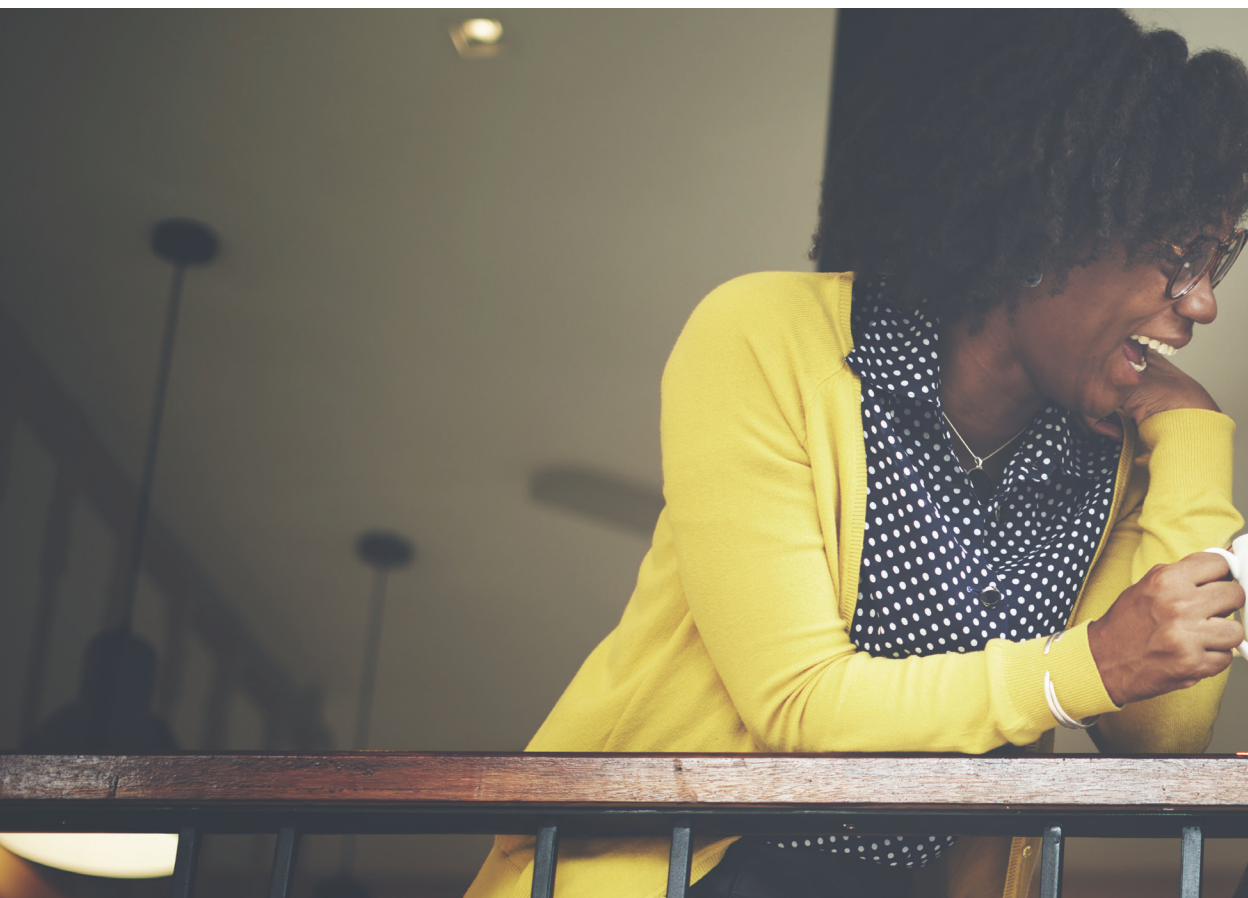
That spirit of looking out for one another comes from a culture founded in mutuality. As a mutual company we're owned by policyholders. That means we focus on the needs of the folks who own our policies instead of shareholders or Wall Street speculators. It makes our business very personal, and helps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

## This is a career for the long-term.

Insurance and investments are at the heart of our business, and it's the people who sell our products that 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 of working with a recognized and respected leader in the industry. We've been serving the insurance and financial needs of Americans for more than 170 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.





# 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 one of our professionals or visit [newyorklife.com/careers/sales-careers](https://www.newyorklife.com/careers/sales-careers) to learn more.



## It's all about community.

To date, the New York Life Foundation has donated more than \$216 million to national and local nonprofit organizations.



Your values are our values. We go to market in six different languages and encourage a work environment that celebrates diversity.





**New York Life Insurance Company**

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