

INSURANCE PRODUCER

What is your earnings potential?

Insurance Producers are independent contractors and not employees of Horace Mann.



NEW (IP) COMMISSIONS

Rates	Percentage
P&C FY	15%
P&C RN	0%
Whole Life	93%
Term Life	78%

POINT INCENTIVE

Incentives	Year 1	Year 2	Year 3
Per Pt Bonus	\$75	\$35	\$15
Monthly req	10	20	25
Cap	\$25,000	\$17,000	\$10,000

PRODUCTION INCENTIVE

Incentives	Year 1	Year 2	Year 3
Production Incentive \$	\$6,500	\$2,000	\$2,000

Year 1

Month 1 – \$1,000 Signing

Month 3 – \$1,500 30-point

Month 1-6 – \$2,000 80-point

Month 1-12 – \$2,000 150-point



ARE YOU READY TO JOIN THE HORACE MANN TEAM? LET'S GO!

Confidential and Proprietary
RCA-00219 (2-23)

