

# OPPORTUNITY

TO MAKE  
TOMORROW  
BETTER



**Globe Life**  
Family Heritage Division



# JOB OR CAREER? DON'T SETTLE.

*GLOBE LIFE FAMILY HERITAGE  
DIVISION OFFERS SIGNIFICANT  
OPPORTUNITIES FOR THOSE WHO  
WANT MORE OUT OF A CAREER.*

Whatever your background, education, or experience, if you are looking for a company that provides opportunity for advancement, substantial compensation, and a future limited only by your own goals and ambitions, you can have all of that and more at Globe Life.



# HERE'S WHAT OUR PEOPLE SAY...



This career has not only provided me the ability to accomplish personal and professional success, but also the opportunity to lead and develop others to help them accomplish their goals.

**KYLE SCHNEIDER**

*Charlotte, NC*



Not only can you build your very own life changing business that helps many families with tools given to you, but you can help someone else build a better life and experience seeing their biggest dreams become a reality!

**LISA KEATING**

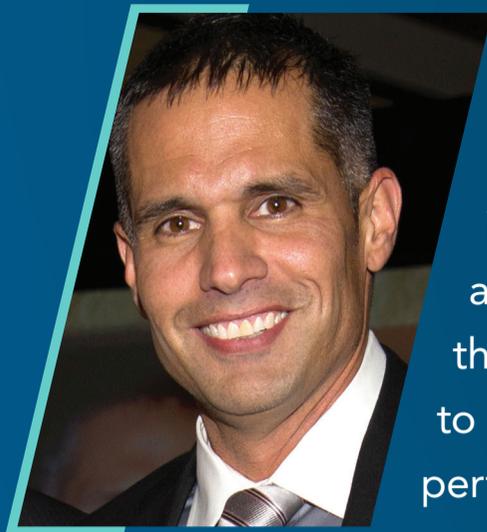
*Minneapolis, KS*



The three major things that appealed to me most when I interviewed were: **1.** Getting paid what I was worth. The more I put in the more I'd be compensated. **2.** The ability to earn an income anywhere in the country. I love traveling and have sold in 17 states. **3.** The opportunity to build a business around my life and create a schedule that allowed me to put my passions first.

**KIA ALKEMA**

*McKinney, TX*



Never in history has there been more opportunity and resources for anyone and everyone to build a business. The idea of having a limitless platform to do anything: sell, recruit, and train is in itself the most fundamental marketing strategies to create abundance. Perseverance dictates performance and you decide the outcome.

**DAVID VILLASEÑOR**

*Driftwood, TX*



En Globe Life Family Heritage Division encontré estabilidad financiera al igual la oportunidad de viajar con mi familia y especialmente la oportunidad de crecer sin límites. Estoy más que emocionada de compartir la oportunidad con más personas y ver cómo lograr tener éxito. Tu mejor decisión es ser parte de nuestra familia.

**BERTHA FUENTES**

*Eagle Pass, TX*



This opportunity truly allows you to become the best version of yourself. There was always a vision of who I could be, but the vehicle was never right. There were always ceilings or limitations. I love surrounding myself with not just coworkers but mentors and role models who push me to excel in business, life and family.

**AARON STOLP**

*Hanover, MN*



**HERE'S WHAT OUR  
PEOPLE SAY...**



# ABOUT

## THE FAMILY HERITAGE DIVISION OF GLOBE LIFE



### BACKGROUND

**Established 1989** – Cleveland, OH

**Globe Life Inc.** – Parent Company

**Growth** – A track record of growth year over year with \$1.3 Billion in assets (as of 12/18)



### PRODUCTS

**Combat** rising out-of-pocket health-related costs facing Americans

**Specializing** in Cancer, Intensive Care, Heart Attack/Stroke, Hospital Indemnity, Accident, and Life

**Industry-Leading** supplemental health products that feature a return of premium benefit



## SYSTEMS

**Proven Marketing System** – Serving both the business markets and the individual markets

**Professional Training** – The resources to help you achieve and surpass goals

**Leadership Development** – For those driven to catapult their career



## STRENGTH

**Financial Strength** – A+ (Superior) Rating from A.M. Best Company (as of 7/19)\*

**BBB Accredited** – A+ Rating from the Better Business Bureau (as of 7/19)\*

**Award-Winning** – 2019 Stevie Award Winner for Customer Service\*

*\*Ratings for Family Heritage Life Insurance Company of America, a Globe Life company*



# WHY GLOBE LIFE?

You'll work with a nationally recognized company who invests in its people in the form of training and development, health and wellness, and community outreach programs. We provide the right foundation for growth and introduce you to new opportunities in both your professional and personal life.

## BIG NAME BIG IMPACT

- With roots beginning in 1900, Globe Life has grown in financial strength and reputation.
- \$3.6 billion of life and health premium in force (as of 8/31/19)
- \$192 billion of life insurance coverage in force (as of 8/31/19)
- The Globe Life companies have more policyholders than any other life insurance company in the country.\*
- The Globe Life companies issue more ordinary life insurance policies every year than any other company in the U.S.
- Globe Life is a member of the S&P 500 Index.

*\*Excluding reinsurance companies*

# NATIONAL VISIBILITY IN SPORTS MARKETING



OFFICIAL LIFE INSURANCE OF  
**THE DALLAS COWBOYS**



OFFICIAL  
LIFE  
INSURANCE  
— OF THE —



A CAREER TRACK  
TO HELP  
SECURE YOUR  
FUTURE

CAREER TRACK





## **SALES PROFESSIONAL**

*BUILD & SERVICE YOUR CLIENT  
BASE IN A TERRITORY YOU CHOOSE*

### **ADVANTAGES & REWARDS**

- Commissions + Renewals + Bonuses + Trips + Other Incentives
- Schedule that fits your lifestyle
- No quota or cap on performance or earnings

### **TRAINING & SUPPORT**

- Territory Management System and product training at National Sales Academy
- Field training from a qualified leader
- Ongoing training through local meetings and online resources
- Opportunity for Company-sponsored trips to world-class destinations for you and your family



## **LEADERSHIP TRACK**

*RECRUIT & TRAIN YOUR TEAM FOR SUCCESS*

### **ADVANTAGES & REWARDS**

- Increased Agent Rewards + Overrides + Globe Life Stock

### **TRAINING & SUPPORT**

- Leadership Academy Courses help to accelerate your leadership skills from entry-level Agency Builder to future Agency Owner
- Agency Owner mentorship to guide your professional leadership development



## **AGENCY OWNER**

*YOUR ORGANIZATION TO BUILD, GROW, AND MANAGE*

### **ADVANTAGES & REWARDS**

- Increased Leadership Rewards + Agency Ownership

### **TRAINING & SUPPORT**

- Hands-on Leadership advises best practices in agency management and growth
- Business Reviews will plot your progress toward your targeted objectives



# GET PAID WHAT YOU'RE WORTH

*AT GLOBE LIFE YOU ARE  
IN CONTROL OF HOW  
MUCH MONEY YOU  
MAKE FROM DAY ONE.*

## **COMMISSIONS**

Advanced Commissions on personal and team sales provide immediate weekly cash flow.

## **BONUSES / STOCK**

Cash bonuses and Globe Life Stock awards for selling, recruiting, and training help you meet your income goals.

## **RENEWAL INCOME FOR LIFE OF THE BUSINESS**

You can get paid every time a premium is collected.

# LIFETIME<sup>1</sup> RENEWALS

See how your income grows every year through layers of vested renewals. Vesting begins after two years, and you're fully vested after five.

<sup>1</sup>Life of the business



# MAKE TOMORROW BETTER

No matter what tomorrow brings, our policyholders have protection when they need it most. Globe Life has helped protect this promise since our roots began in 1900.

Having protection makes all the difference. If the unforeseen strikes, our customers won't have to worry. Their bills can be paid, the lights can stay on, they can still put food on the table and buy what their kids need for school. They can focus on what matters most: Giving their families a brighter future.

Together, we *Make Tomorrow Better.*



# Make Tomorrow Better by...

## PROTECTING

As you build your career, you'll forge relationships with clients in your community while helping offer protection from financial hardship on the most challenging days of their lives.

## GIVING BACK

We take our responsibility for the community's well-being seriously. We're proud to support the communities where we live and serve by providing financial contributions, donations of goods, and hands-on volunteer projects.

## CHOOSING YOUR FUTURE

We give you the opportunity to control your future. Do you want to provide a comfortable lifestyle for your family, or build an agency and a legacy for the next generation? You have the freedom to choose the direction and height of your career path.

## LEADING

Leadership development is available at your local agency and at Company-run Leadership Academies. Learn about building, managing, and growing your own business from experienced, successful professionals.

## GROWING

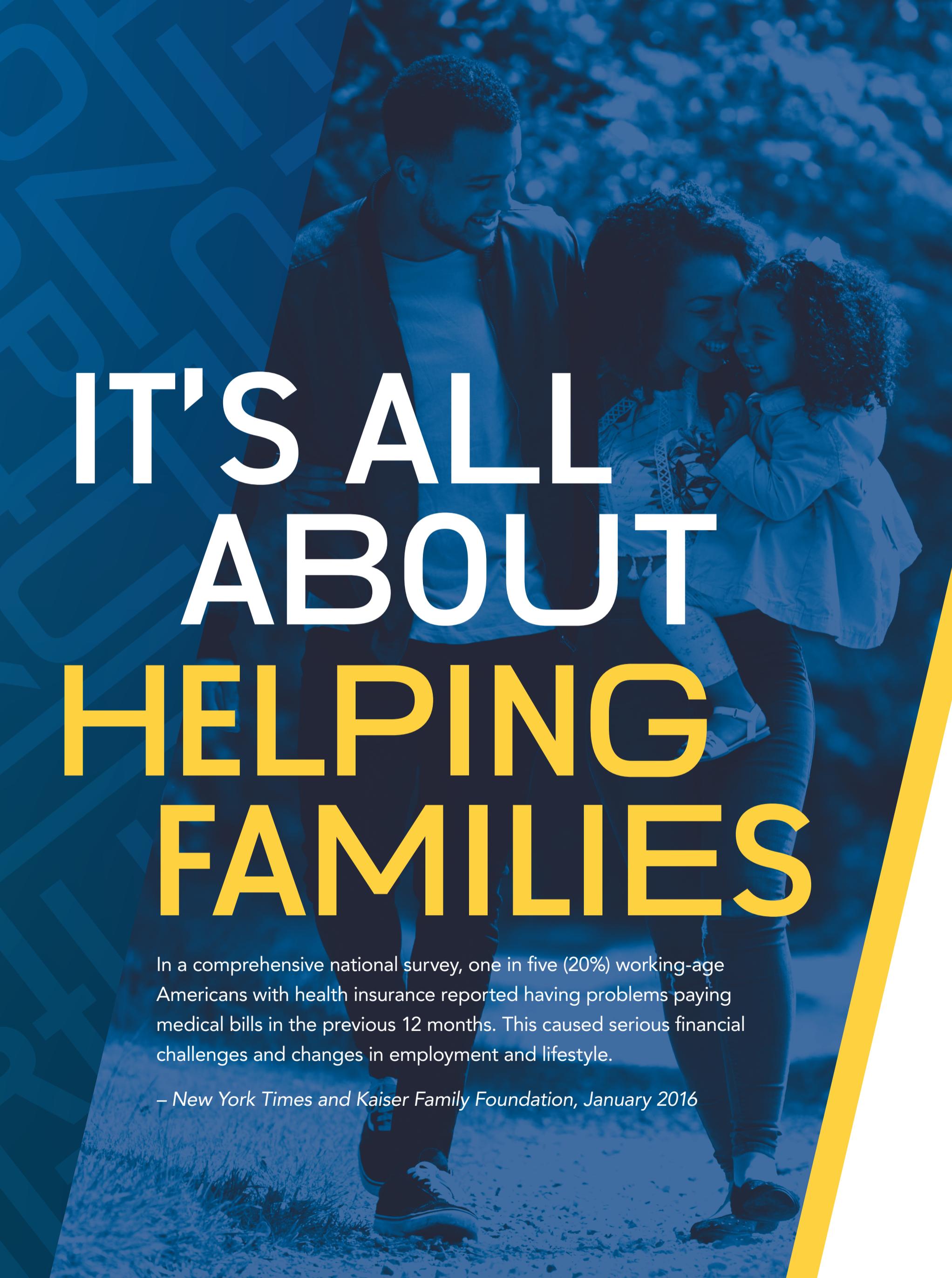
A career with Globe Life will teach you skills that will enhance every aspect of your life: how you listen to people; how to develop soft skills in effective communication; how to relate to all types of people through compassion and empathy, poise and self-confidence; and how to set and execute your goals.

## SUCCEEDING

You can *Make Tomorrow Better* with no limits on your earning potential or advancement. You will have the opportunity for generous compensation\*, bonuses, and travel incentives. Plus, residual income for vested renewals for the life of the business provides the ability to achieve an income you might not have thought possible.

Many say this career has made them better parents, better partners, better friends, better people. They've purchased homes with cash, maxed out college saving accounts for their children, and financed the experiences life is all about. With a career at Globe Life, you're choosing to *Make Tomorrow Better* by being a part of something bigger.

\*Compensation is performance-based



# IT'S ALL ABOUT HELPING FAMILIES

In a comprehensive national survey, one in five (20%) working-age Americans with health insurance reported having problems paying medical bills in the previous 12 months. This caused serious financial challenges and changes in employment and lifestyle.

– *New York Times and Kaiser Family Foundation, January 2016*



I'm proof anyone can make it. This Company gives you the opportunity to earn passive income and freedom. For that I am forever grateful.

**HERMINIA ALONZO**

*Eagle Pass, TX*



I love the mentoring culture here. My life is better as a result of the efforts of others to help me grow as a business leader and as a person. I'm excited to pass that on to the next generation of leaders!

**SEAN RIVAS**

*Athens, GA*



Globe Life has truly been a blessing in the lives of me and my family. They have more than exceeded my expectations and upheld everything as advertised. It is an honor to work with so many amazing people and be an asset to our clients.

**MITCH MCKINNEY**

*San Antonio, TX*



I was looking for a better way of life for me and my kids and they gave that. They give the greatest training tools that could ever be offered. If you work hard every day, you're teachable, coachable, have a good attitude and you desire to have a better way of life, Globe Life is the place for you!

**LOLITA SMITH**

*El Dorado, AR*

# WHAT OUR POLICYHOLDERS SAY...

I recommend Globe Life and their wonderful agents to everyone I know. It's the best thing we ever did. Believe me, your life can change in an instant! Mine did. But Globe Life made all the difference by giving us one less thing to worry about.

**PAMELA R, TX**

My son Joey was diagnosed with cancer at the young age of 15. We traveled to Houston numerous times and even lived there for weeks while Joey was being treated. All transportation and hotel expenses were reimbursed to us and we received over \$70,000, and we Thank God we have Globe Life.

**ROBERT T, TX**

We had week-long trips to Kansas City for treatments. This policy helped us focus on our daughter getting better rather than worrying about how to pay the bills. It was something we hoped we would never need but we're so thankful it was there for us when we did!

**PATRICIA P, KS**

The benefits that I received from Globe Life were a tremendous help with my medical bills and travel. Whoever owns this insurance will not regret having it!

**GLORIA H, TX**

I continue to remain on chemotherapy after five years and Globe Life has eased financial burdens tremendously. Payments to us have been prompt, consistent, and very much appreciated!

**ARDITH J, OH**

Leukemia is almost three years of treatment. We could not have survived the loss of income!

**CARLEE G, IL**





**ARE YOU READY TO MAKE A DIFFERENCE?**

**DO YOU HAVE WHAT IT TAKES?**

- Desire to Help Others
- Positive Attitude
- Vision for your Future
- Hard Work
- Coachable
- Leadership



**FHCareers.Globe.Life**

**844-364-9970**

