

Field Trainer Pay

FIELD TRAINER PAY

Once approved by Globe Life Family Heritage Division, the Agency Builder (AB) will be paid **\$500**. The **\$500** is paid by Family Heritage Division in partnership with the Agency Owner.

WHY

To ensure all new Sales Professionals are field trained to the Family Heritage Division standard, the Company is affording all Agencies the opportunity to participate in the Field Trainer Pay (FTP) program.

WHO

Agency Builders (AB) who Field Train new Sales Professionals.

WHAT

Agency Builders will be paid once they train a new Sales Professional in their initial training Week (definition below) in accordance with ABM training standards, and the new Sales Professional writes a minimum of \$2,500 NAP.

HOW TO GET PAID

The Agency Builder will complete a Field Training Form signed by both the AB and the trainee. The AB will submit the form to their Agency Owner (AO) for approval. Once approved, the AO will submit the form to Family Heritage Division for inspection and approval.

*Requirements - The spirit of the Field Trainer Pay is to provide the trainer with compensation, beyond normal overrides, for training a new agent for a full week. The training is expected to be in accordance with ABM best practices and demonstrate the acquisition of clients by systematically following the Globe Life Family Heritage Division cycle of selling and the principles taught therein. In that spirit...the initial training week can be either of the first two weeks the new Sales Professional submits business.

The \$2,500 NAP minimum must be accomplished without counting any of the premium related to:

- Policies written on the new agent, their spouse or children;
- Policies written on another agent, their spouse or children; and,
- Policies the new agent pays for.

The expectation is for one trainer to train one Sales Professional in a given week. The same two agents may not train each other and each be paid.

The field trainer form should be transmitted electronically via email by Friday the week after the training week. No exceptions will be made for forms received after the Friday deadline.