

# 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 more than a profession; it's an opportunity to shape your own future.

\*Please note: Insurance and financial professionals are agents of New York Life Insurance Company.



**You'll receive some of 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, and you have started as an insurance and financial professional with New York Life, 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. Your 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 offices, where you'll continue to learn by shadowing and working with experienced agents and managers. 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 and manager 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

Second-year agent  
Greater Washington

8:30AM

Get into the office.  
Need coffee!!!

9AM–NOON

Training

Noon–1:30PM

Lunch with new prospect

1:30PM–2:30PM

Discuss next week's  
appointments with  
development manager

2:45PM–4:30PM

Return calls and 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\**

\*Council is an annual company-wide recognition program, based on agent production from July 1–June 30. Council qualification is the culmination of a successful year and provides the opportunity to attend one of the most professionally rewarding and personally satisfying events, a Council Meeting.



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

## How much you make 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. Your commissions are generated from what you sell, so the more you achieve, the higher your income. 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 for eligible agents 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'll 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 of this is increasing demand for insurance and financial products and services. In fact, **employment of insurance and financial professionals is expected to grow by 14%** from 2016 to 2026, faster than the average of all occupations.\*

14%  




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

**Christie Mueller**, *New York Life agent, 2016 Council President*\*\*

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

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## 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 policy owners. 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 throughout all of your career—from your first day on.

## This is a career for the long term.

Insurance and investments\* are at the heart of our business, and the people who sell our products 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 you gain from 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](https://www.newyorklife.com/careers) to learn more.

\*Only offered by properly licensed registered representatives of NYLIFE Securities LLC (member FINRA/SIPC), a Licensed Insurance Agency



## It's all about community.

The New York Life Foundation supports national charities in two areas of focus: educational enhancement for middle-school students and childhood bereavement.



Your values are our values. We encourage a work environment that celebrates diversity. Everyone is expected to bring his or her own cultural and intellectual perspectives to the table.





**New York Life Insurance Company**

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[www.newyorklife.com](http://www.newyorklife.com)

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