

# Compensation and benefits that add up.

It's important to feel rewarded for your hard work. Compensation at New York Life depends on a number of factors, but as a commission-based career, what you earn is ultimately up to you.

## Let's look at the numbers.

A successful insurance and financial professional<sup>1</sup> can earn a very good living. In 2015, the average income for our more than 12,000 insurance and financial professionals exceeded \$57,000. In that same year, our top 500 insurance and financial professionals earned an average income well over \$500,000.

## How will you earn?

Your compensation is based on commissions. That means, that your income is driven by every client who purchases a product from you.

## More than your typical commission.

In many sales careers the only source of commissions is a new sale. But, at New York Life, our business depends

on maintaining long-term relationships with our clients. That's why your income will consist of short-term and long-term compensation.

## Short-term compensation.

The money you receive within the first year of making a sale is referred to as short-term compensation. Your short-term compensation is made up of a portion of the premium payments your clients make during the first 12 months that they own a product. It's an important part of your total compensation.

## Long term compensation.

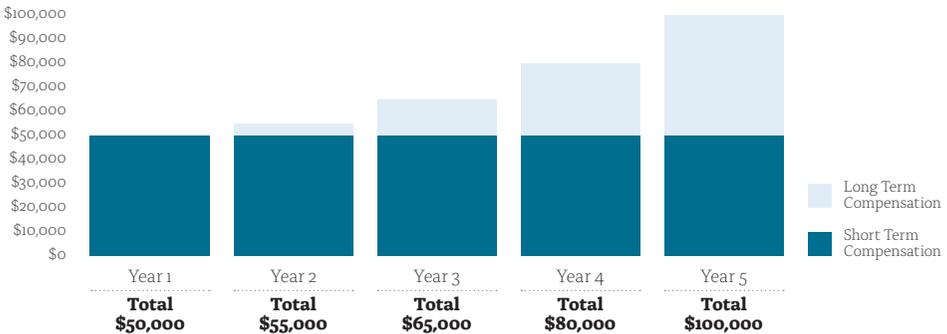
As clients continue to make premium payments, you continue to be rewarded. These are called renewal commissions. Over time your renewal commissions will add up, and make a healthy contribution to your earnings.

<sup>1</sup> Insurance and financial professionals are agents of New York Life Insurance Company.



## Take a look at how it works...

Renewal Commissions: Grow your income.\*



\*This hypothetical example is for illustrative purposes only. Actual results will vary depending on individual agent production.

## Thinking about your own retirement?

Whether you're just starting out or already a seasoned professional, we offer a defined benefit plan<sup>2</sup> that provides monthly payments in retirement—it's one of the few pension plans left in the industry. The payments you receive depend on your earnings, years of service, age, and the form of payment you choose. It's a very valuable benefit that makes working here even more attractive.

## 401(k) for you.

When you join, you'll be eligible to enroll in the Agents Progress Sharing Investment Plan<sup>2</sup>, a 401(k) savings plan designed specifically for our sales force. The plan lets you make voluntary, pre-tax contributions up to 15% of first-year

and renewal commissions and service fees. It also provides for occasional contributions directly from the company.

## Medical, dental, you're covered.

Full-time agents and their dependents are immediately eligible for medical, dental, long-term disability, and group term life insurance.

## Got questions?

There's a lot more to our compensation structure. But rest assured, if you're ambitious, you can earn a rewarding income.

Talk to a New York Life recruiter today to find out more about how rewarding a career as an insurance and financial professional can be, or visit [newyorklife.com/careers/sales-careers](http://newyorklife.com/careers/sales-careers).

### New York Life Insurance Company

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<sup>2</sup> The company reserves the right to amend or terminate APSI and the NYLIC Retirement Plan (and other benefit plans) at any time. Please refer to the applicable summary plan descriptions and plan documents for more information about these plans.