

Training that will school you.

Training should be about connecting ideas, goals, and people. Our program covers a wide range of topics to help you start out and continue to grow as a successful insurance and financial professional¹.

Market your business using social and digital tools

Find and retain clients

Identify solutions for every client need

Network with other professionals to grow your business

Plan and organize sales goals

You don't have to be a financial expert to start your new career, because we'll help you become one. In fact, you'll receive training that's among the best in the business.

Whether in the classroom, online, or in the field learning from experienced professionals, you will benefit from decades of experience delivered in a way that's meant to maximize participation and retention.

Study up. On average you will receive nearly \$250,000 worth of training in your first three years.

NYLIC University

NYLIC University is the centerpiece of our training program. By participating in programs both in person and online, you'll develop the foundation for understanding our business, the most appropriate solutions for your clients, and how you can sell them. It's an award-winning curriculum that gives you the keys to take control of your career.

What makes our training so successful is that our managers, coaches, and consultants are 100% dedicated to training you. They do not earn money from commissions.

¹ Insurance and financial professionals are agents of New York Life Insurance Company.



Professional certifications

All our insurance and financial professionals are encouraged to pursue professional designations that increase their skills and position them as leaders. You can pursue certifications such as Chartered Life Underwriter® (CLU), Chartered Financial Consultant® (ChFC), or even a Master of Science in Financial Services (MSFS). We also provide tuition reimbursement for qualifying individuals and courses.

Tools to help you everyday.

In addition to structured training, you'll have access to a wealth of proprietary tools designed to connect you with your peers, make work more efficient, and ultimately help you earn and grow.

Whatever your background, your potential lies in your desire to succeed. Stake your claim. Be bold. Take control of your career with training that will push you to reach goals you never even imagined. To learn more talk to a New York Life recruiter or visit newyorklife.com/careers/sales-careers today.

New York Life Insurance Company

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V4_ARo8311B.032016 SMRU1688493(Exp.03.28.2018)