



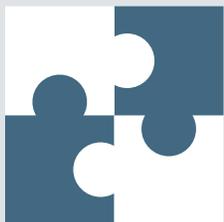
THE COLONIAL LIFE ADVANTAGE

Choose a trusted leader that stands out from the competition.



FOR NEARLY A DECADE,
COLONIAL LIFE HAS RECEIVED
36 TOP HONORS
from the *Benefits Selling*
Readers' Choice Awards — more
than any other company.

Benefits Selling Readers' Choice Awards, 2006-2014



Unlike most benefit companies,
Colonial Life offers core and
voluntary benefits enrollment
through a single system.

Build a career focused on helping others

Become an agency sales representative

If you're a driven professional who's passionate about helping others, you can build a rewarding career with Colonial Life. By joining our mission to help America's workers protect what they've worked so hard to build, you can have a positive impact on your community, all while earning a competitive income.

As an agency sales representative, you'll help employers manage the complexities of benefits through our proven business solutions, while helping employees understand their benefits and where they may need added financial protection.

A plan for success

Over the years, many agency sales representatives have found success through persistency and hard work. From your first day with us, you'll have access to tools, training and support to help you succeed.

- Receive award-winning training and ongoing support through Colonial Life College's field classes, online courses and home office training.
- Commit to our proven process that will help you conduct leads research, make contact with decision makers and follow up with prospects.

An industry leader with a history of excellence

By working with us, you'll be backed by a company with industry expertise:

- More than 75 years of helping provide financial protection for America's workers
- More than 80,000 client businesses and organizations, and 3 million policyholders
- More than \$1 billion in in-force premium

Colonial Life & Accident Insurance Company corporate records as of year-end 2014



You could make more than \$53,000 in the first year.

TOTAL OPENER SALES PREMIUM (BEFORE SPLITS)	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Number of New Accounts	12	14	16	18	20
New Account Sales Premium	\$144,000	\$210,000	\$272,000	\$324,000	\$440,000
Existing Account Sales Premium	—	\$57,600	\$127,200	\$208,520	\$300,368
Enrolled Premium	\$80,000	\$90,000	\$90,000	\$90,000	\$90,000
Grand Total Sales Premium	\$144,000	\$267,600	\$399,200	\$532,520	\$740,368
Commissions	33,000	\$47,000	\$62,000	\$79,000	\$98,000
New Account Bonuses	\$12,000	\$12,000	\$13,500	\$17,000	\$24,000
First-Year Bonuses	\$7,400	—	—	—	—
Enroller Bonus	\$600	\$1,000	\$2,100	\$6,000	\$7,000
Renewals	—	\$1,000	\$5,400	\$10,000	\$15,000
TOTAL COMPENSATION	\$53,000	\$61,000	\$83,000	\$112,000	\$144,000

This five-year projection is a realistic goal for you based on actual company sales performance.

80% of employees say they would be at least somewhat interested in purchasing additional insurance benefits if they had access to them through their employers.

Online survey conducted within the United States by Harris Poll on behalf of Colonial Life & Accident Insurance Company from Mar. 28 – Apr. 1, 2014 among 2,048 adults ages 18 and older, among whom 1,029 are currently employed full-time or part-time and among whom 392 are employed at firms with fewer than 100 employees. This online survey is not based on a probability sample and therefore no estimate of theoretical sampling error can be calculated.

Understanding your earning potential

We don't cap your income or limit how much you can grow. With Colonial Life, the only limits are the ones you set for yourself.

Your income comes from three major sources:

- Commissions for business you personally generate
- Lucrative incentive bonus structure for opening new accounts
- Renewal income from your existing block of business (after your second year)

Build a career with unlimited potential

With an increasing demand for voluntary benefits, you'll have the potential to grow your income every year. You'll also have the freedom to build the business you want. And we'll be there to support you every step of the way.



Start your new career today. Call 800-845-7330, option 9, ext. 86300 or email NationalRecruiting@ColonialLife.com.