

# 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 with a commission-based career, what you make is ultimately up to you.

## Let's look at the numbers.

A successful insurance and financial professional<sup>1</sup> can make a very good living. In 2017, the average income for our more than 12,000 insurance and financial professionals exceeded \$60,000. In that same year, our top 500 insurance and financial professionals made an average income well over \$600,000.

## How much will you make?

Your compensation is based on commissions which are tied to your sales.

## More than your typical commission.

In many sales careers, the only source of commissions is new sales. 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 they own a product. It's an important part of your total compensation.

## Long-term compensation.

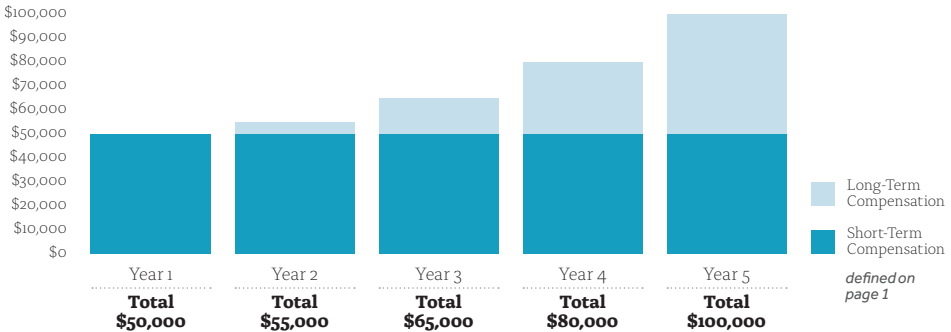
As clients continue to make premium payments, you continue to be rewarded. These are called renewal commissions. Over time, your renewal commissions will add up and make a healthy contribution to your income.

<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 are already a seasoned professional, we offer a defined benefit plan,<sup>2</sup> the NYLIC Retirement Plan, that provides monthly payments to eligible agents in retirement. It's one of the few pension plans left in the industry.

The payments you receive depend on your income, 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 (APSI),<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.

For eligible agents, it also provides for certain discretionary contributions directly from the company.

## Medical, dental, and more.

Full-time agents and their dependents are immediately eligible for medical, dental, vision, long-term disability, and group term life insurance.<sup>2</sup>

Visit [nylbenefits.com](http://nylbenefits.com) and select "Agent" to explore the benefits offered to our agents.

## Got questions?

There's a lot more to our compensation structure. But rest assured, if you're ambitious, you can make a very good living.

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

<sup>2</sup> The plan descriptions included herein are intended to provide a general description of some of the features of the plans. You should review the Summary Plan Descriptions (SPDs) for these plans for more information. In the event of any conflict between the information herein and the plan documents and SPDs, the provisions of the plan documents and SPDs will govern. New York Life reserves the right to amend or terminate APSI, the Group Plan for New York Life Agents and the Nylic Retirement Plan (and any other benefit plans), in whole or in part, at any time.

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