

Associate Agent Opportunity

The Associate agent opportunity is an up to 24-month opportunity designed for business professionals interested in becoming Farmers® agency owners. Upon completion of the business requirements, Associate agents may have an opportunity to take advantage of additional, longer term agency ownership opportunities.

Process

Background Check

- Satisfactory results of a background check

Licensing & Training

- Property, Casualty or Life and Health licenses prior to Associate agent start date
- University of Farmers® training program

Benefits

- Additional, longer term agency ownership opportunity upon successful completion of the business requirements
- Available support from the district and territory offices

Compensation

- Commissions paid to Associate agent on applicable monthly production

Agency Ownership Opportunity

- If an Associate agent meets all applicable eligibility requirements, they may have an additional agent appointment opportunity, if such an opportunity is available
- Associate agents may be eligible to have any capital requirements reduced or waived based on achieving the following during the last 12 months as an Associate agent appointed with the Companies:

Qualifying NB GFP	Personal Lines NB Count	Specialty NB Count	Life Issued and Paid*	Business Insurance NB Count**	New Agent Capital Requirement
\$100,000	50	10	4	1	Reduced to \$50,000
\$150,000	75	15	6	2	Waived

*The Life Issued and Paid metric does not apply to NY.

**The Business Insurance NB Count metric does not apply to KY, MA, ME, MS, NC, NH, RI, and VT.