

How Much Can I Earn My First Year & Beyond?

The great thing about working with Gridiron/Family Heritage is you will finally be paid what you are worth. Full commission is very common in the insurance industry. That is why we are some of the highest paid career professionals in all of sales. Our sales and management professionals take advantage of the fact that there is no limit to the amount they can earn. In addition we offer award winning incentives, bonuses and World Class international & domestic vacations. The average first year representative earns \$70,000+ and our top first year representatives earn in excess of \$180,000. Our top leaders earn several million \$ per year. The common denominator between our top earners and you is everyone started at the bottom and worked their way up!

When Can I Get Into Recruitment and Leadership?

We are a company where people with leadership qualities thrive. There is no required time limit before you can begin recruiting and leading people. While our sales professionals make a very lucrative income, recruiting and leading people adds significantly to your income opportunity.

When/How Can I Get Into Ownership?

We offer an ownership opportunity second to none. Think of Family Heritage as the NFL. The NFL is the governing body over multiple independently owned teams (Chiefs, Patriots, Packers, Bears, etc.). Each football team has the freedom to create a culture within but all teams represent the product produced by the NFL. Family Heritage is broken up into 50 independently owned and operated agencies, Gridiron Financial Group, LLC being one of them. Each agency began as an individual sales professional who climbed the corporate ladder to the top, and promoted to agency owner. You can promote to owner of your own agency as fast as 2-3 years with the right focus and activity! See supporting document titled Pay Structure + Promotion Levels for details.

I've Never Been In Sales Before; Can I Really Make A Good Income?

Absolutely! Some of our top income earners came from a completely unrelated field. We often see this as an advantage since we train you from the ground up. Some of our top six figure income earners each year are people in their first year with our company. In fact, one in seven full time career agents with Family Heritage earns a six-figure income. Your income will be a direct reflection of two things; your work effort and your ability to apply our selling and growth systems. If you have confidence in both areas then we will provide you the opportunity to attain your personal income goals.

What Does It Mean To Be Fully Vested?

Vesting in your personal and team renewals is as follows: 50% at 2 yrs, 60% at 3 yrs, 70% at 4 yrs and 100% at 5 yrs. If you were to leave after those time periods you will continue to receive commissions paid to you moving forward on the lifetime of the policies sold! Should something happen to you, your vested commissions will go to whomever you desire.

What Expenses Will I Have Initially?

The company provides all the sales marketing materials, initial training & ongoing leadership development at no cost to you. Gridiron provides the local office at no cost to you. You are responsible for attaining your state license, which is very in-expensive. You are responsible for providing reliable transportation to and from selling appointments.

How Much Travel Is Involved?

This is your local career. Most of your time will be spent working in your local assigned territory. As a part of the corporate training process (called Sales Academy) you will travel for 4 days to a nearby city. Family Heritage will put you up in a hotel and cater in meals. Traveling to Sales Academy is your responsibility.

Do You Offer Paid Benefits?

Family Heritage does offer cash bonuses designed to help offset much of those costs. But, because we are classified as independent contractors we meet our own insurance needs like any other business owner. Because of this you have the ability to choose what insurance is best for your own personal or family needs.

Why Do People Fail In This Career?

We provide the best products and the need for our policies is ever growing. We provide exceptional product and process training. We provide a pay structure that is cash rich and a selling process that yields a very short selling cycle. Career agents fail because of 2 reasons: 1. Lack of effort 2. Lack of follow through on systems

Common Questions & Answers