Agency Development Process

Let Kansas City Life Help You Grow!

Contract with

Kansas City Life Insurance Company

8

6

Annual Agency Review We help You Create Your Agency Development Plan

2

Agency Owner, Managers, and Agent Business Planning

- Compensation Goals
- Incentive Trips
- Deferred Compensation
- Education
 Reimbursement

We Help You Create Your Agency Marketing Plan

- Branding/Value Proposition Brochures, etc.
- Leverage Networking with Associations

Second Line Manager Development

- Recruiting Training
- Training the Trainer

5

Agent Recruiting Planning

- Open Houses
- Virtual Recruiting
- Agent Prospective Lists

Training/Onboarding Agents

> • Integrating to Kansas City Life



For information about a vested independent contract with Kansas City Life Insurance Company, call **Dwane Turnage**, Vice President, Marketing, **855-277-2090**, or visit *join.kclife.com*.



www.kclife.com

12815 7.238