

# 2025 REPORT

## On the Largest Distribution System of the American Income Life Division of Globe Life

To gain more information, please click on the [blue underlined](#) items and logos. [AO Globe Life](#) is the largest distribution system of Globe Life & AIL.

- AO Globe Life has experienced tremendous growth, as Sales have increased by 358% in the last 10 years with \$156 Million in Sales in 2024.
- [Associates can work from the safety of their homes](#) while setting record months of growth by protecting the individuals and families they serve.
- 2025 Forecast: With the ever-increasing need for life insurance, the most new Producers protected their first family in a single year across United States and Canada in 2024. [AO Globe Life will continue to increase new sales and develop leaders](#) to meet the growing demand of markets served.



[NYSE publicly-traded company](#) specializing in life and supplemental health insurance for middle-income North Americans marketed through [multiple distribution channels](#) including direct response and independent agencies.

- Founded in 1900
- [Fortune 600 Company; NYSE Symbol: GL](#)
- [Named among Top 15 Insurance Companies in the World](#)
- [Naming Rights to the Ballpark](#) for Major League Baseball's Texas Rangers - Globe Life Park hosted the 2023 MLB World Series and the 2024 MLB All-Star Game
- [Official Life Insurance of the Dallas Cowboys](#) as well as Partnerships with Sports Franchises such as the Los Angeles Lakers and Atlanta Braves
- Investors include [The Vanguard Group](#), [BlackRock Fund Advisors](#), [Wellington Management](#), [JP Morgan Chase & Company](#), and [State Street Corporation](#)
- [\\$227 Billion of insurance in force with over 17 Million Policyholders](#)



[Principle Subsidiary of Globe Life Inc.](#) and one of North America's largest providers of [supplemental life insurance](#) to [credit unions, labor unions, and associations](#).

- Founded in 1924
- [Operating in United States, Canada, and New Zealand](#)
- Along with National Income Life, AIL Division of Globe Life has assets of \$8.7 Billion with \$88 Billion in force
- Accounts for more than 50% of Globe Life's Total Life Insurance Distribution
- Paid out \$280.5 Million in Claims in 2023
- Developed the [Labor Advisory Board](#) of 50+ International Union Leaders to best serve the labor movement and related causes
- A (Excellent) Financial Strength Rating for both [United States](#) and [Canada](#) from [AM Best Company](#)



As the largest distribution system of the American Income Life Division of Globe, AO Globe Life provides training and support for its Producers throughout North America.

- Established in 1982
- Operates Across All of North America
- Nearly 4,500 and counting [licensed Producers](#), with over 1,400 Producers in Leadership at the start of 2025
- Consistently ranked among Top Workplaces by News Outlets across America

## Relationships That Matter

- With the advice of the [Labor Advisory Board](#), AIL provides substantial financial assistance to labor-related causes and develops programs to best meet the needs of union members & their families.
- AIL & AO Globe Life work with more than [20,000 Different Groups](#), including:
  - [National Crime Prevention Council](#)
  - [American Federation of Teachers](#)
  - [International Union of Police Associations](#)
  - [National Football League Players Association](#)
- Plus many others from labor unions, credit unions, associations, fraternal organizations, sporting groups, licensed professionals, and nonprofit organizations
- [Policyholder Endorsements](#)
  - Each policyholder can extend benefits to their family and friends

## Stats & Facts

- [Union contract and representation](#)
- Life insurance policy for Producer, including ADB
- Medical insurance reimbursement
- Backend chargeback program
- [Management track available from day one](#)
- [Lifetime Renewals](#) on all life products
  - Nearly \$27 Million paid in Renewals in 2024
  - Lifetime Vesting Contract
  - Renewals paid to Estate for life of policy
- No-charge for all leads and resources
- No service fees to process applications
- No-charge bi-weekly training and mentorship
- Inclusive workplace that [welcomes all](#) backgrounds and [experience levels](#)
- Weekly recognition on AO Globe Life TV & extensive [award & club programs](#)
- Industry-leading technology platforms and CRM at no charge
- 100+ Person centralized Support Staff
- [Annual Convention](#), [Leadership Councils](#), and [Destination Retreats](#)
- Check out more in the [AO Globe Life Path to Partnership](#)

## Company Values

**MISSION:** To protect every child and serve all working people.

**PURPOSE:** To enrich lives and enable dreams while teaching responsibility one family at a time.

**VISION:** Energize, Equip, Engage, Empower and Execute

**OPERATING PRINCIPLES:** Principle Driven Growth, Exemplary Leadership, Open Communication, Authentic Relationships, Innovations and Improvements, Culture of Fun and Excitement

**THE AO GLOBE LIFE PLATINUM RULE:** Do more for others than they do for you.

**SUPPORTED CAUSES:** Globe Life's Make Tomorrow better program, [Food Bank donations](#)