

PATH TO PARTNERSHIP

For Business Builders



OUR PLATINUM RULE

Do more for others than they do for you.



[AOWORKFROMANYWHERE.COM](https://aoworkfromanywhere.com)

UNLOCK THE POWER OF YOUR CONTRACTS ▶

At AO everyone can start with two contracts: a producer contract and a business contract. You can activate your producer contract and business contract at the same time. Your business contract is to help yourself and other producers get what they want, to build a business, and become a partner with AO.

PRODUCER PATHWAY

From Producer-in-training at 50%, all the way up to an 80% contract, find out how far you can go with AO.

[VIEW MORE INFORMATION](#)

50%

QUALIFICATION:

Become licensed in your state or province, and activate your contract with AIL.

60%

QUALIFICATION:

Achieve **\$15,000 Net ALP**

62.5%

QUALIFICATION:

Achieve at least **one year of continuous service** and meet the minimum production requirement of **\$75,000 Net ALP in the past 12 months.**

67.5%

QUALIFICATION:

Achieve at least **three years of continuous service** and meet the minimum production requirement of **\$75,000 Net ALP in the past 12 months.**

72.5%

QUALIFICATION:

Achieve at least **five years of continuous service** and meet the minimum production requirement of **\$75,000 Net ALP in the past 12 months.**

75%

QUALIFICATION:

Achieve at least **five years of continuous service** and minimum production requirement of **\$600,000 Net ALP over the last five years**, of which **\$75,000 must have been in the past 12 months.**

77.5%

QUALIFICATION:

Achieve at least **10 years of continuous service** and minimum production requirement of **\$650,000 Net ALP over the last five years**, of which **\$130,000 must have been in the past 12 months.**

80%

QUALIFICATION:

Achieve at least **10 years of continuous service** and minimum production requirement of **\$750,000 Net ALP over the last five years**, of which **\$150,000 must have been in the past 12 months.**

▶ AO 321

Step 1: Path to Partnership
Step 2: New Producer Essentials
Step 3: Advanced Training

▶ GET YOUR 5

▶ PERSONAL RECRUITING RESOURCES

▶ MASTERS CLASS TRAINING CALL

▶ HP PRO 3.5

▶ ICM: INCENTIVE COMPENSATION MANAGEMENT



CAREER PATHWAY

UNLOCK THE POWER OF YOUR CONTRACTS ▶

At AO everyone can start with two contracts: a producer contract and a business contract. You can activate your producer contract and business contract at the same time. Your business contract is to help yourself and other producers get what they want, to build a business, and become a partner with AO.

PARTNERSHIP PATHWAY

From Regional Producer (SA) to Senior Partner, explore all leadership contracts and find out how far you can go at AO.

[VIEW MORE INFORMATION](#)

**REGIONAL
PRODUCER
(SA)**

QUALIFICATION:

Personally recruit and code one new Producer or make 10 sales in a month and train and code one new Producer.

**COEXECUTIVE
PRODUCER
(GA)**

QUALIFICATION:

Have a total of five coded Producers, mentor one of your Producers to achieve their Regional Producer contract, and achieve a minimum of 10 sales in a month.

**EXECUTIVE
PRODUCER
(MGA)**

QUALIFICATION:

Have a total of five directly coded Producers, mentor one of your Producers to achieve their CoExecutive Producer contract, and achieve a minimum of 10 sales in a month.

**CHIEF EXECUTIVE
PRODUCER
(RGA)**

QUALIFICATION:

Have a total of five directly coded Producers and mentor one of your Producers to achieve their Executive Producer contract.

PARTNER

QUALIFICATION:

Mentor 6 Executive Producers hitting minimums.

**SENIOR
PARTNER**

QUALIFICATION:

Mentor 11 Executive Producers hitting minimums.

- ▶ RESOURCES FOR ACTIVITY
- ▶ JOB ADS
- ▶ LEADERSHIP TRAINING CALL
- ▶ SCALING YOUR BUSINESS

- ▶ 2025 BONUS DETAILS
- ▶ COMPENSATION SLIDES
- ▶ AO WORKSPACE
- ▶ POD: START USING AS SOON AS YOU ARE PROMOTED!

- ▶ RYG REPORT (AGENTS' EARNINGS)
- ▶ HP PRO 3.5



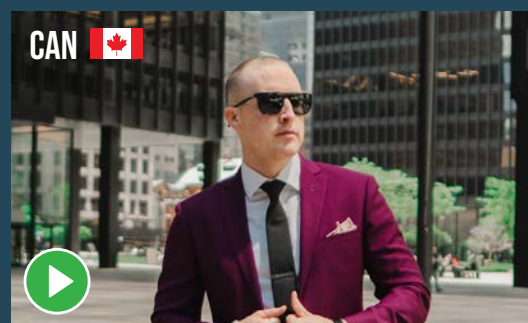
CHANGE THE TRAJECTORY OF YOUR LIFE AT AO

WHO IS AO?

AO is a facet of the life insurance industry that few people know about. **Who do you know that wants to work from anywhere, make great money and help protect families?** What we've found is the best office is your home, or wherever you want it to be.

COMPANY OVERVIEW

Jess Chang, Jesse Doherty, and Sabrina Agostini share all AO has to offer from unlimited career opportunities to incredible prizes and retreats!



AO VAMOS

A dynamic market serving the diverse Latino community by offering robust career opportunities and fostering the growth and prosperity of all Latinos.

LADIES RISING

A community of leaders and producers that connects and supports women within AO.

AO ENCORE

A community of seasoned professionals who are launching a new career later in life working together to unlock greater success at AO.

AO REPORT

Everything you need to know about AO, Globe Life American Income Division, and Globe Life in one easy to use Report.



AO EXCLUSIVES



AO 321 TRAINING

Get all the secrets to success with just one click! Available in English & Spanish.



AO REWARDS

A loyalty program that allows Producers to redeem their points for flights, hotels, shopping, and much more!



HP PRO



AO INTERVIEW HUB



AO TV



AO MEDIA

AO CONTESTS & RETREATS

In addition to commissions, recognition, clubs and conferences – AO puts on multiple recruiting and production contests to inspire everyone to break their own personal records and grow their organization.



RECOGNITION



AO AWARDS

Click Here to view all AO Rolex Recipients



AO CLUBS



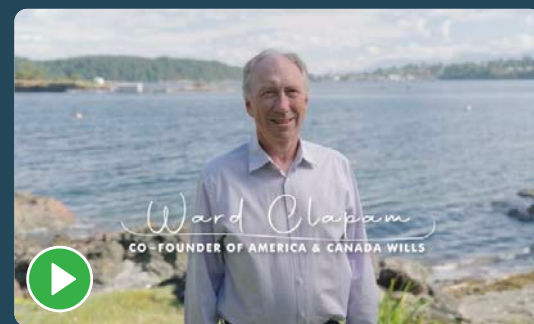
WHO WE SERVE:

Since the 1950s we are committed to fulfilling the mission of protecting all families and serving working people. The mission is executed through market specialization. When you specialize in a market, you will achieve extraordinary results creating opportunities to help others get what they want.

CREDIT UNION



WILL KITS



VETERANS



AO VAMOS



UNION & ASSOCIATION



POLICY HOLDERS



MCGRUFF



PLUS LEADS



OUR LABOR ADVISORY BOARD



[Click Here to view the Globe Life Sports Partnerships](#)

MAKE TOMORROW BETTER CAMPAIGN



[Click Here for Platinum Rule](#)
[Click Here for a Car Full of Chickens](#)

OUR POLICY HOLDERS

EDDIE'S STORY



TERRI'S STORY



COURTNEY & AARON'S STORY



DON'S STORY

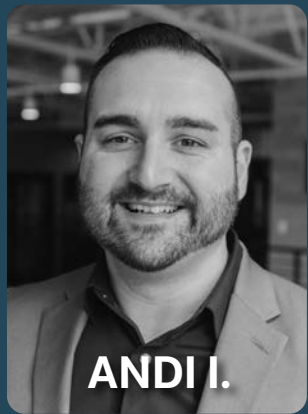


[CLICK HERE TO DECLARE YOUR MARKET](#)

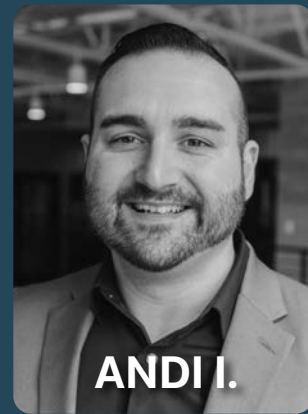
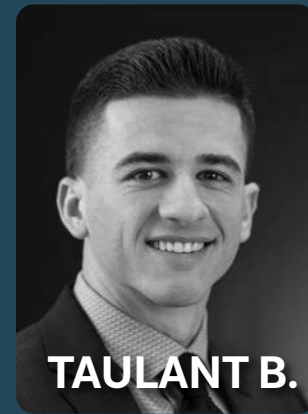
[MARKET TRAINING CALLS](#)

MARCH CHAIRMAN'S MONTH TOP EARNINGS

PRODUCERS

 ENZO I.	 ANDI I.	 MARK N.	 TAULANT B.	 MATHEW K.
\$1,922,793	\$978,808	\$499,007	\$473,338	\$408,308

LEADERS

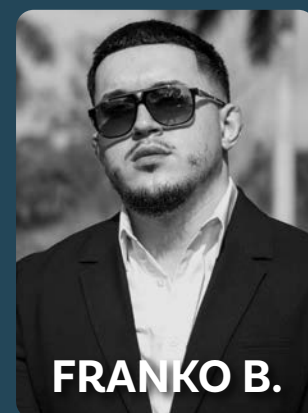
 ENZO I.	 ANDI I.	 MARK N.	 TAULANT B.	 MATHEW K.
\$4,715,117	\$1,874,509	\$1,652,066	\$1,113,432	\$1,095,456

TOP 2025 EARNINGS

PRODUCERS

 FRANKO B.	 TY S.	 FIRAT U.	 MARSHALL F.	 DANIEL P.
\$256,630	\$240,558	\$183,744	\$171,688	\$164,886

LEADERS

 DANIEL P.	 FIRAT U.	 TY S.	 FRANKO B.	 MARSHALL F.
\$780,640	\$630,770	\$505,212	\$498,862	\$306,267

SENIOR PARTNERS



ANDY A.
Chief Marketing Officer



RICK A.
Chairman



DAVID C.
Chief Executive Producer
Top 1%



BOB G.
Chief Executive Producer
Top 1%



ROB H.
Chief Governance Officer



JAMES H.
Chief Executive Officer



ENZO I.
Chief Executive Producer
Top 1%



MARK N.
Chief Executive Producer
Top 1%



JOSH O.
Chief Executive Producer
Top 1%



DUSTIN V.
Chief Sales Officer

PARTNERS



MOHAMED A.
Executive Producer
Top 1%



TAULANT B.
Chief Executive Producer
Top 1%



JAKE B.
Chief Executive Producer
Top 2%



JESS C.
Chief Executive Producer
Top 1%



MARK D.
Chief Executive Producer
Top 1%



TODD E.
Chief Executive Producer
Top 2%



JILLIAN G.
Chief Executive Producer



JOE G.
Chief Executive Producer
Top 1%



ARI H.
Chief Executive Producer
Top 1%



CARRINGTON H.
Chief Executive Producer
Top 2%



CHRIS H.
Chief Executive Producer
Top 2%



ANDI I.
Chief Executive Producer
Top 2%



MATHEW K.
Chief Executive Producer
Top 2%



JENNY K.
Chief Executive Producer
Top 1%



MICHAEL M.
Chief Executive Producer



ALAN S.
Chief Executive Producer



MICHELE S.
Chief Executive Producer



BRANDON S.
Chief Executive Producer
Top 2%



JOE T.
Chief Executive Producer
Top 1%



BRUCE V.
Chief Executive Producer
Top 2%

TOP 1%



MOHAMED A.
Chief Executive Producer
& Partner



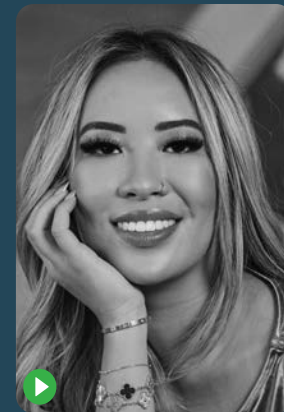
MONTZER A.
Executive Producer



TAULANT B.
Chief Executive Producer
& Partner



DAVID C.
Chief Executive Producer
& Senior Partner



JESS C.
Chief Executive Producer
& Partner



MARK D.
Chief Executive Producer
& Partner



BOB G.
Chief Executive Producer
& Senior Partner



JOE G.
Chief Executive Producer
& Partner



ARI H.
Chief Executive Producer
& Partner



ENZO I.
Chief Executive Producer
& Senior Partner



JENNY K.
Chief Executive Producer
& Partner



MARK N.
Chief Executive Producer
& Senior Partner



JOSH O.
Chief Executive Producer
& Senior Partner



JOE T.
Chief Executive Producer
& Partner

TOP 2%



BLEDAR B.
Chief Executive Producer



JAKE B.
Chief Executive Producer
& Partner



TODD E.
Chief Executive Producer
& Partner



ZACK H.
Chief Executive Producer



CARRINGTON H.
Chief Executive Producer



CHRIS H.
Chief Executive Producer
& Partner



ANDI I.
Chief Executive Producer
& Partner



MATHEW K.
Chief Executive Producer
& Partner



KLAUDIO M.
Chief Executive Producer



ASHLEY R.
Chief Executive Producer



ALI S.
CoExecutive Producer



RYAN S.
Chief Executive Producer



MICHELE S.
Chief Executive Producer



BRANDON S.
Chief Executive Producer
& Partner



BRUCE V.
Chief Executive Producer
& Partner