

# YOUR PATH TO BECOMING PARTNER



The Platinum Rule

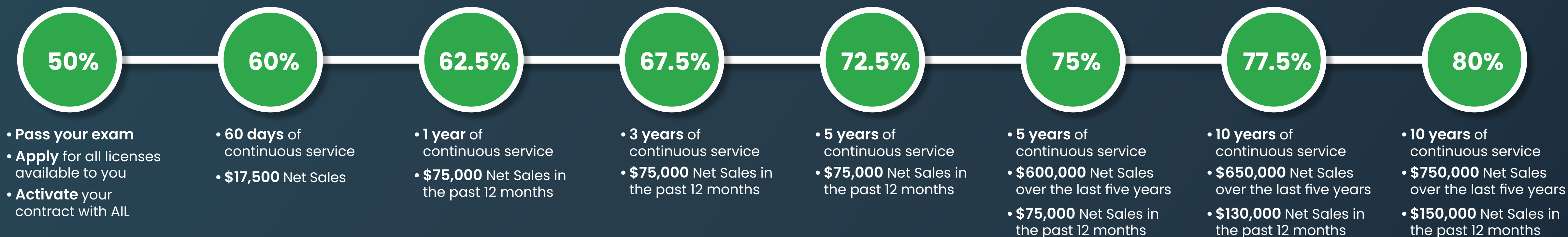


[aoglobelife.com](https://aoglobelife.com)

# PRODUCER PATHWAY



From Producer-in-training at 50%, all the way up to an 80% contract, find out how to maximize your earnings here at AO.



## UNLOCK THE POWER OF YOUR **CONTRACTS**

At AO everyone can take advantage of two contracts: a producer contract and a leadership contract. You can activate your producer contract and leadership contract at the same time. Your leadership contract allows you to help your team achieve their goals, while building your passive income and putting you on the Path to Partner with AO.



# PARTNERSHIP PATHWAY

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



**REGIONAL  
PRODUCER (SA)**

**Tanya Robin**  
2025 Earnings:  
**\$442K**



**COEXECUTIVE  
PRODUCER (GA)**

**Melissa Grieb**  
2025 Earnings:  
**\$626K**



**EXECUTIVE  
PRODUCER (MGA)**

**Michele Stewart**  
2025 Earnings:  
**\$1.3 MILLION**



**CHIEF EXECUTIVE  
PRODUCER (RGA)**

**Jake Buzzard**  
2025 Earnings:  
**\$1.6 MILLION**



**PARTNER**

**Carrington Hanna**  
2025 Earnings:  
**\$1.9 MILLION**



**SENIOR  
PARTNER**

**Mark Neilson**  
2025 Earnings:  
**\$8.5 MILLION**



**AO GLOBE LIFE  
PARTNER**

**Enzo Iftiu**  
2025 Earnings:  
**\$8.9 MILLION**



To learn how to get Promoted, **CLICK HERE**

# OUR MARKETS

[Click here to declare your Market →](#)

Since the 1950s, we've been committed to the mission of protecting all families and serving working people, and that is executed through market specialization. When you specialize in a market, it allows you to achieve extraordinary results and create opportunities to help others.



AO VAMOS



CREDIT UNION



GLOBE LIFE



POS



UNION &  
ASSOCIATION



VETERANS



WILL KITS &  
MCGRUFF



WOMEN HELPING  
WOMEN

## THE POWER OF **PLUS LEADS**



Within each market, Producers can boost their success by utilizing **PLUS Leads**. These are referrals you personally collect in the field.

Producers earn **AO Rewards Points** based on their PLUS Leads Production, redeemable for exclusive travel experiences, merchandise, and other rewards.



# AO TOOLS

We offer industry-leading training, support and tools to help our Producers and Leaders grow!  
**Click the links below to explore.**



## AO INTERVIEW HUB

This platform provides you with a personalized interview link, delivering a structured and streamlined way for you to recruit.



## AO TV

This weekly show has been running for more than 1,000 Episodes to help Producers stay informed, recognize top performances, and share best practices.



## HP PRO

Presentation software that optimizes the experience for the Producer and the families we are protecting.



## AO 321 TRAINING

Comprehensive training platform that provides the knowledge new Producers and Leaders need to be successful here at AO.



## LICENSING CONCIERGE TEAM

Available to help new Producers navigate the pre-licensing process to launch their career here at AO Globe Life.



The Licensing Concierge Team is available Monday–Friday, 8am–7pm CST.



[AOGlobeLifeConcierge@Globe.Life](mailto:AOGlobeLifeConcierge@Globe.Life)



# RESOURCES

## PRODUCER RESOURCES

[AO 321](#)

[HP PRO 3.5](#)

[ICM: Incentive Compensation Management](#)

[2026 Bonus Details](#)

[Compensation Slides](#)

[Training Forum Calls](#)

[Market Forums](#)

Check out the links on this page for helpful resources that will take your performance to the next level!

## PARTNERSHIP RESOURCES

[Get Your 5](#)

[Pinnacle Recruiting Club](#)

[Interview Process Essentials](#)

[Resources for Recruiting Activity](#)

[Leadership Forum](#)

## OUR OPPORTUNITY

[Labor Advisory Board](#)

[Make Tomorrow Better Campaign](#)

[AO Annual Report](#)

## FEATURED VIDEOS



[View All](#)



[AO's Purpose](#)



[Eddie's Story](#)



[Terri's Story](#)



[Car Full of Chickens](#)



[Day in the Life Showcase](#)



[The Power of PLUS Leads](#)



[Why AO?](#)



[2025 Recap](#)

# AO EXCLUSIVES



Learn what AO has to offer, including exclusive retreats, prizes, and more!



## AO CONTESTS & RETREATS

AO puts on multiple recruiting and production Contests every year to inspire everyone to break their own personal records, grow their organization, and earn spots on exclusive AO Retreats.



## AO MARKETS

AO is committed to protect all families and serve working people. The mission is executed through market specialization.



## AO MEDIA

Discover the power of social media with AO exclusive content.



## AO REWARDS

Producers earn AO Rewards Points based on their PLUS Leads Production, redeemable for exclusive travel experiences, merchandise, and other rewards.



## AO RECOGNITION

- [AO Awards](#)
- [AO Rolex](#)
- [AO Clubs](#)
- [AO Leadership Council](#)



## AO FORUMS

Top Producers in the company and the Leaders growing their teams share the practical skills that will help you be successful.



## AO VAMOS

A community of Producers and Leaders who are passionate about serving the Spanish-speaking Market within AO Globe Life.



## AO ENCORE

A community of Producers launching a new career later in life and unlocking success here at AO Globe Life.



## LADIES RISING

A community of Producers and Leaders designed to support the women at AO Globe Life.

# COMPENSATION



Opportunity is unlimited at AO! Check out the Highest Monthly Earnings and Top 2025 Annual Earnings below.

## HIGHEST MONTHLY EARNINGS



**FIRAT U.**  
\$373,612



**STEPHEN W.**  
\$306,293



**NICK K.**  
\$300,437



**MARSHALL F.**  
\$292,656



**FRANKO B.**  
\$259,121



**ENZO I.**  
\$2,475,693



**MARK N.**  
\$1,859,916



**ANDI I.**  
\$978,808



**MATHEW K.**  
\$752,094



**CARRINGTON H.**  
\$543,361



## PRODUCERS



**DANIEL P.**  
\$2,021,472



**FIRAT U.**  
\$1,954,029



**MARSHALL F.**  
\$1,398,402



**NICK K.**  
\$1,038,141



**TY M.**  
\$787,586



## LEADERS



**ENZO I.**  
\$8,847,864



**MARK N.**  
\$8,505,045



**ANDI I.**  
\$3,052,100



**MATHEW K.**  
\$2,338,590



**CARRINGTON H.**  
\$1,960,090

# SENIOR PARTNERS



Annual Partner Gala



Click the photos to learn more!



**RICK A.**  
Chairman



**JAMES H.**  
Chief Executive  
Officer



**ROB H.**  
Chief Governance  
Officer



**DUSTIN V.**  
Chief Sales Officer



**ANDY A.**  
Chief Marketing  
Officer



**MARK N.**  
Chief Executive  
Producer & Top 1%



**ENZO I.**  
Chief Executive  
Producer & Top 1%



**JOSH O.**  
Chief Executive  
Producer & Top 1%



**BOB G.**  
Chief Executive  
Producer & Top 1%



**DAVID C.**  
Chief Executive  
Producer & Top 1%

# PARTNERS



**JOE G.**  
Chief Executive  
Producer & Top 1%



**TAULANT B.**  
Chief Executive  
Producer & Top 1%



**ARI H.**  
Chief Executive  
Producer & Top 1%



**MARK D.**  
Chief Executive  
Producer & Top 1%



**MJ A.**  
Executive Producer  
& Top 1%



**ANDI I.**  
Chief Executive  
Producer & Top 1%



**MATHEW K.**  
Chief Executive  
Producer & Top 1%



**CARRINGTON H.**  
Chief Executive  
Producer & Top 1%



**JAKE B.**  
Chief Executive  
Producer & Top 2%



**JOE T.**  
Chief Executive  
Producer & Top 2%



**TODD E.**  
Chief Executive  
Producer & Top 2%



**JESS C.**  
Chief Executive  
Producer & Top 1%



**MICHELE S.**  
Chief Executive  
Producer & Top 1%



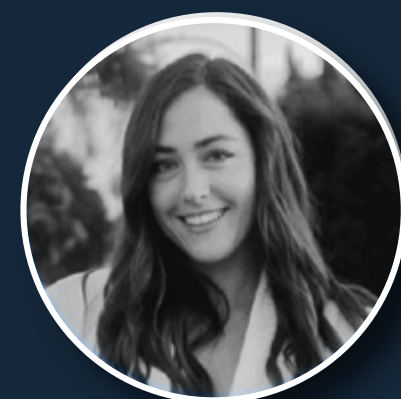
**CHRIS H.**  
Chief Executive  
Producer & Top 2%



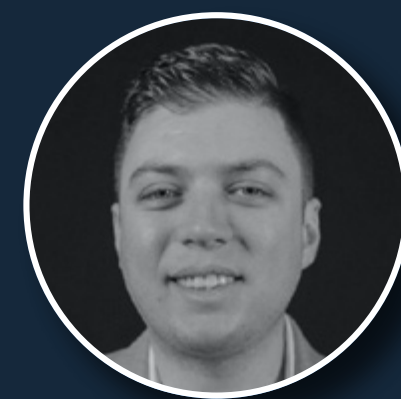
**BRUCE V.**  
Chief Executive  
Producer & Top 2%



**BRANDON S.**  
Chief Executive  
Producer & Top 2%



**JILLIAN G.**  
Chief Executive  
Producer & Top 2%



**MICHAEL M.**  
Chief Executive  
Producer



**JENNY K.**  
Chief Executive  
Producer



**ALAN S.**  
Chief Executive  
Producer

# **TOP EARNERS** IN 2025

**506 PRODUCERS EARNED OVER \$100,000**

**190 PRODUCERS EARNED OVER \$250,000**

**68 PRODUCERS EARNED OVER \$500,000**

**38 PRODUCERS EARNED OVER \$750,000**

**28 PRODUCERS EARNED OVER \$1 MILLION**

**6 PRODUCERS EARNED OVER \$2 MILLION**

**4 PRODUCERS EARNED OVER \$3 MILLION**

**2 PRODUCERS EARNED OVER \$8 MILLION**

# 2026 **WORLD'S GREATEST BONUS**

| TIER | BONUS MTD NET ALP     | TIER % | MAX BONUS |
|------|-----------------------|--------|-----------|
| 1    | \$2,500– \$4,249.99   | 10%    | 13%       |
| 2    | \$4,250– \$10,249.99  | 19%    | 25%       |
| 3    | \$10,250 –\$20,249.99 | 21%    | 27%       |
| 4    | \$20,250– \$30,249.99 | 23%    | 30%       |
| 5    | \$30,250 +            | 29%    | 38%       |

# PRODUCER

• **Personal Production**

YOUR ANNUAL  
EARNINGS

**\$121,298**

TOTAL ANNUAL  
EARNINGS  
**\$121,298**

\*BASED ON 10 SALES/MONTH PER PRODUCER



# REGIONAL PRODUCER

YOUR ANNUAL  
EARNINGS

• For each New Producer making 10 Sales \$53,182

TOTAL ANNUAL  
EARNINGS  
**\$53,182**

\*BASED ON 10 SALES/MONTH PER PRODUCER



PRODUCER  
#1

# REGIONAL PRODUCER

- Personal Production
- Your 5

## YOUR ANNUAL EARNINGS

**\$121,298**

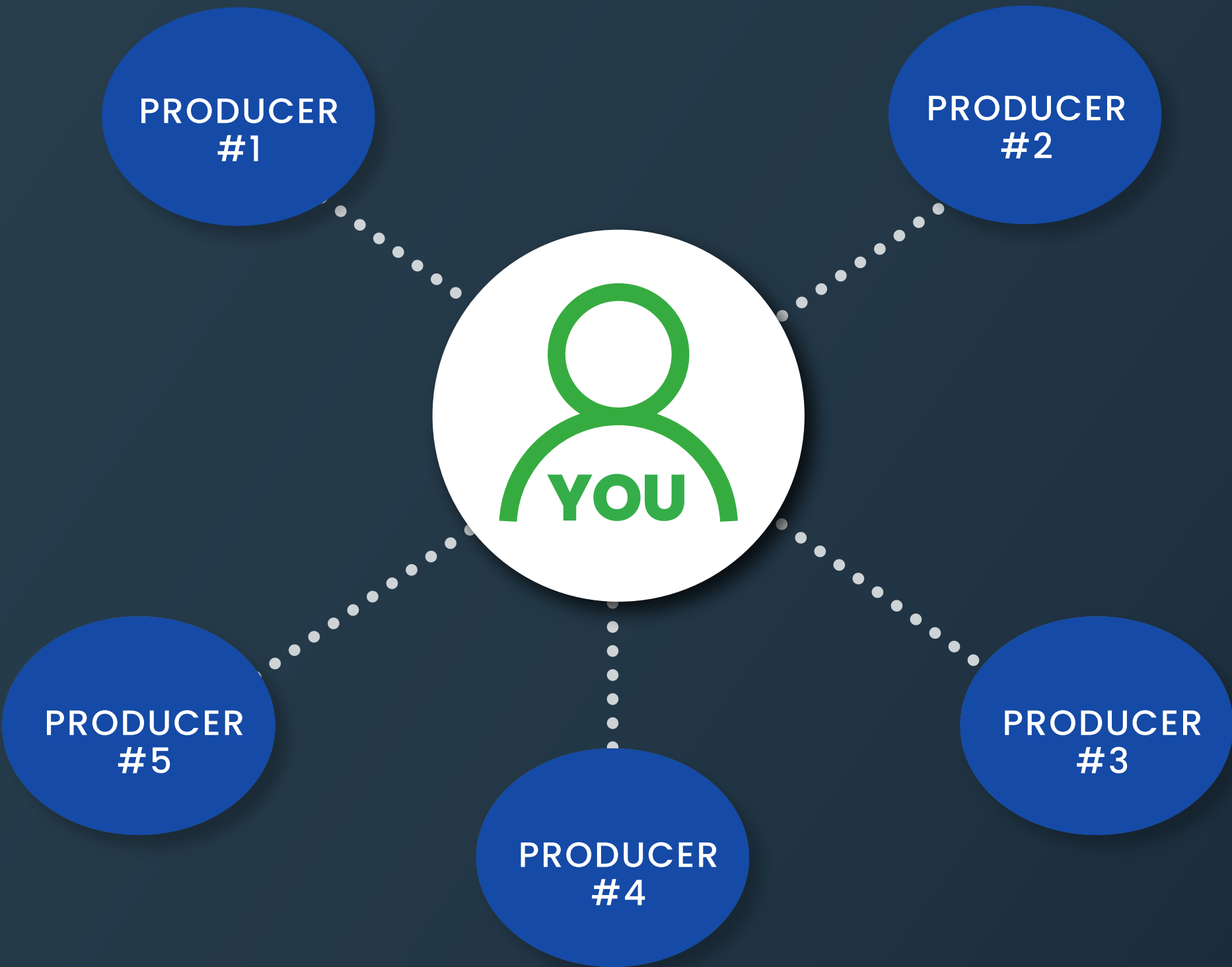
**\$185,094**

**\$306,392**

TOTAL ANNUAL  
EARNINGS

**\$306,392**

\*BASED ON 10 SALES/MONTH PER PRODUCER



# COEXECUTIVE PRODUCER

YOUR ANNUAL  
EARNINGS

• For each New Producer making 10 Sales \$63,053

TOTAL ANNUAL  
EARNINGS  
**\$63,053**

\*BASED ON 10 SALES/MONTH PER PRODUCER



PRODUCER  
#1

# COEXECUTIVE PRODUCER

- **Personal Production**

**YOUR ANNUAL EARNINGS**

**\$121,298**

- **Your 5**

**\$247,277**

- **Your Regional Producer's 5**

**\$114,917**

**\$483,492**

**TOTAL ANNUAL EARNINGS**

**\$483,492**

\*BASED ON 10 SALES/MONTH PER PRODUCER



# EXECUTIVE PRODUCER

• For each New Producer making 10 Sales

YOUR ANNUAL  
EARNINGS

\$77,859

TOTAL ANNUAL  
EARNINGS

**\$77,859**

\*BASED ON 10 SALES/MONTH PER PRODUCER



PRODUCER  
#1

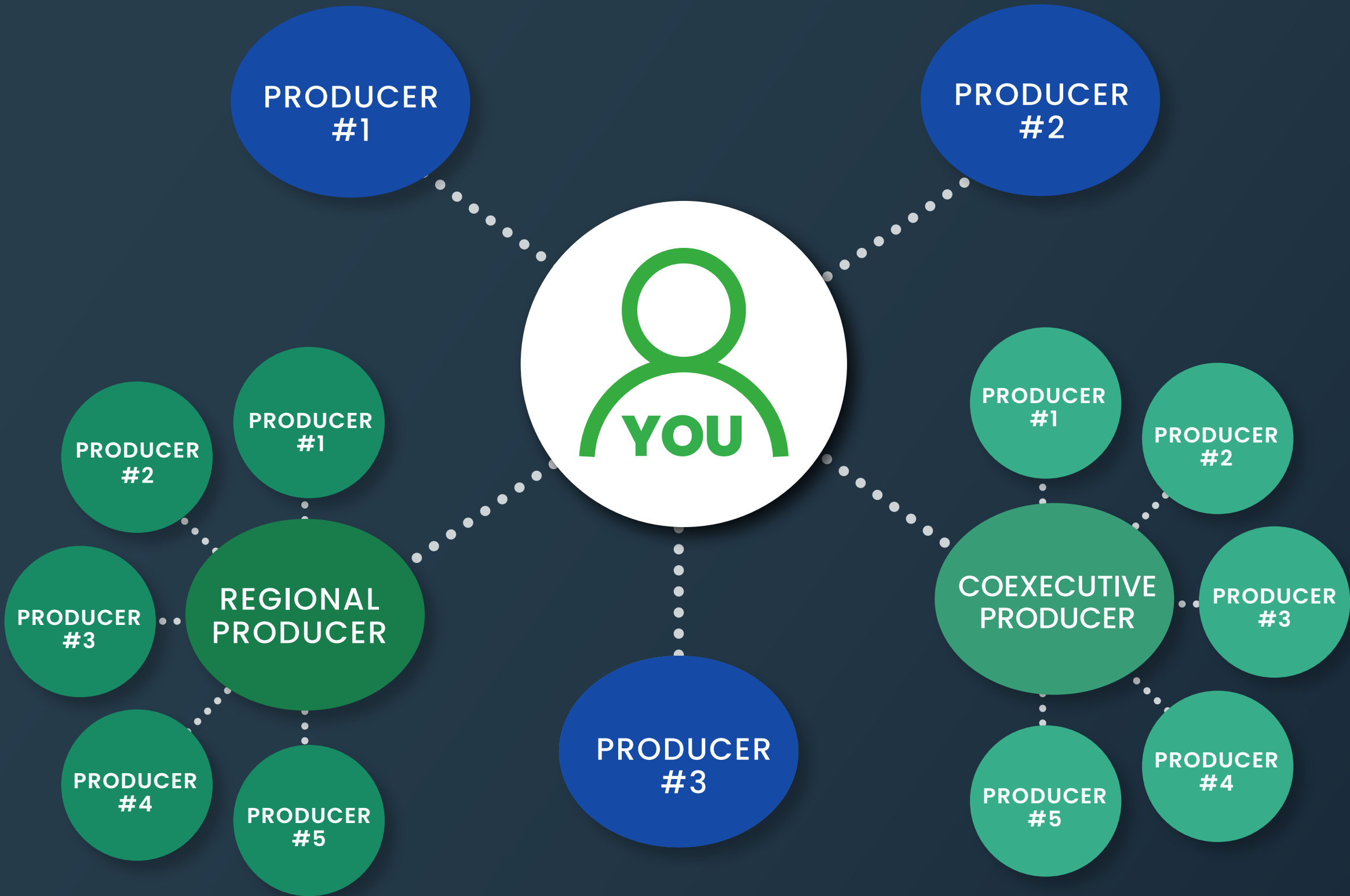
# EXECUTIVE PRODUCER

## YOUR ANNUAL EARNINGS

|                                 |                  |
|---------------------------------|------------------|
| • Personal Production           | \$121,298        |
| • Your 5                        | \$331,283        |
| • Your Regional Producer's 5    | \$271,613        |
| • Your CoExecutive Producer's 5 | \$236,513        |
|                                 | <u>\$960,707</u> |

TOTAL ANNUAL EARNINGS  
**\$960,707**

\*BASED ON 10 SALES/MONTH PER PRODUCER



# CHIEF EXECUTIVE PRODUCER

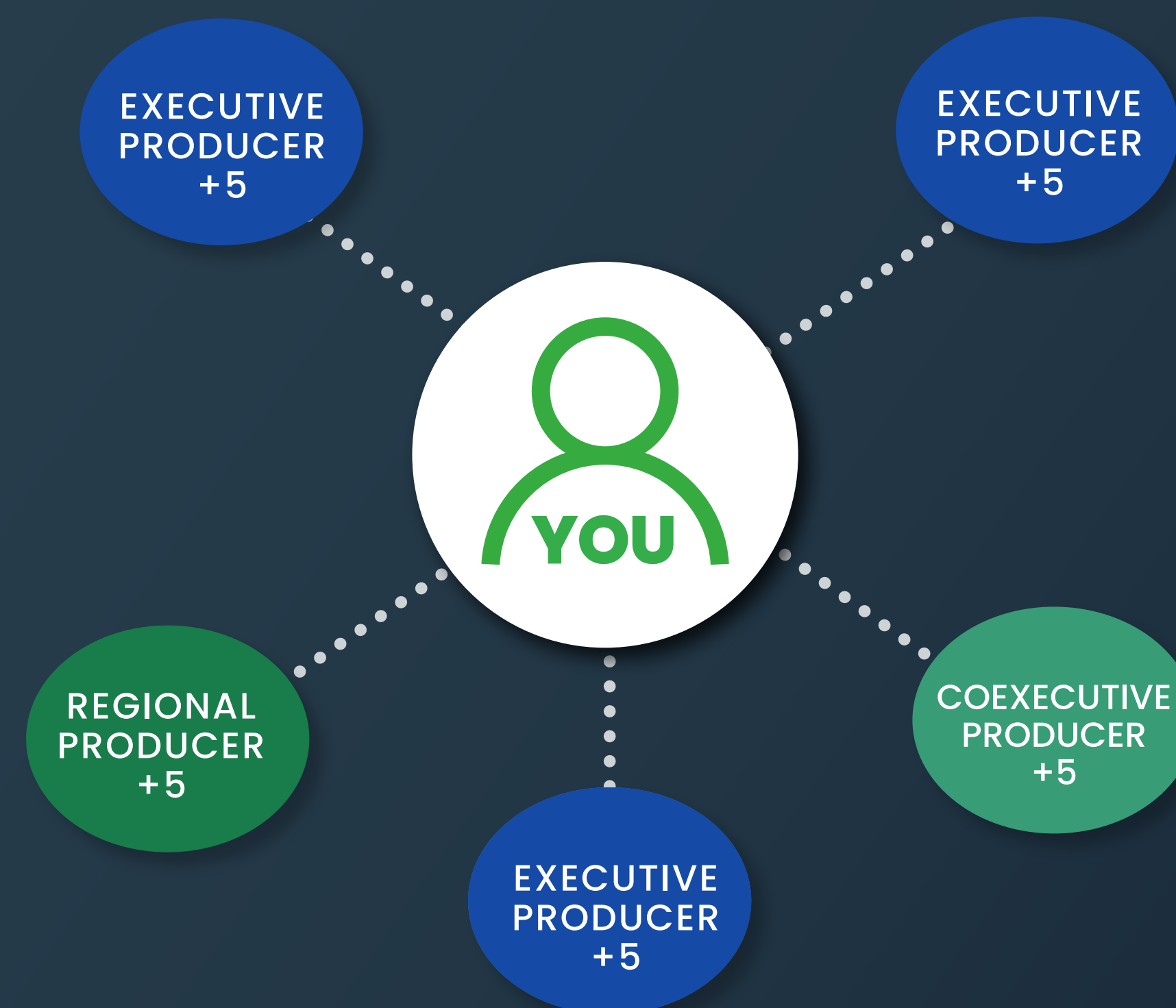
## YOUR ANNUAL EARNINGS

|                                 |                    |
|---------------------------------|--------------------|
| • Your 5                        | \$331,283          |
| • Your Regional Producer's 5    | \$271,613          |
| • Your CoExecutive Producer's 5 | \$236,513          |
| • Your Executive Producer's 5   | \$223,560          |
| • Your Executive Producer's 5   | \$223,560          |
| • Your Executive Producer's 5   | \$223,560          |
|                                 | <u>\$1,510,089</u> |

TOTAL ANNUAL  
EARNINGS

**\$1,510,089**

\*BASED ON 10 SALES/MONTH PER PRODUCER



# CONTRACT **ANNUAL EARNINGS**



REGIONAL  
PRODUCER

**\$306,392**



COEXECUTIVE  
PRODUCER

**\$483,492**



EXECUTIVE  
PRODUCER

**\$960,707**



CHIEF EXECUTIVE  
PRODUCER

**\$1,510,089**



PARTNER

**\$2,359,000**

# AO **PARTNER EARNINGS**



EARNINGS PER  
EXECUTIVE PRODUCER

**\$374,000**



AVERAGE AO PARTNER  
EARNINGS IN 2025

**\$2,359,000**