





YOUR PATH TO BECOMING PARTNER

The Platinum Rule

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.

50%

- **Pass your exam**
- **Apply** for all licenses available to you
- **Activate** your contract with AIL

60%

- **60 days** of continuous service
- **$17,500** Net Sales

62.5%

- **1 year** of continuous service
- **$75,000** Net Sales in the past 12 months

67.5%

- **3 years** of continuous service
- **$75,000** Net Sales in the past 12 months

72.5%

- **5 years** of continuous service
- **$75,000** Net Sales in the past 12 months

75%

- **5 years** of continuous service
- **$600,000** Net Sales over the last five years
- **$75,000** Net Sales in the past 12 months

77.5%

- **10 years** of continuous service
- **$650,000** Net Sales over the last five years
- **$130,000** Net Sales in the past 12 months

80%

- **10 years** of continuous service
- **$750,000** Net Sales over the last five years
- **$150,000** Net Sales in the past 12 months

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



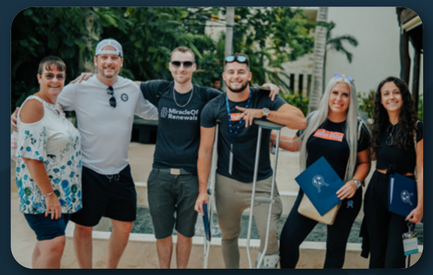
POS



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

RESOURCES

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

PRODUCER RESOURCES

- AO 321
- HP PRO 3.5
- ICM: Incentive Compensation Management
- 2026 Bonus Details
- Compensation Slides
- Training Forum Calls
- Market Forums

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

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

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

PRODUCERS



FIRAT U.
$373,612



STEPHEN W.
$306,293



NICK K.
$300,437



MARSHALL F.
$292,656



FRANKO B.
$259,121

LEADERS



ENZO I.
$2,475,693



MARK N.
$1,859,916



ANDI I.
$978,808



MATHEW K.
$752,094



CARRINGTON H.
$543,361

TOP 2025 EARNINGS

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%



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%



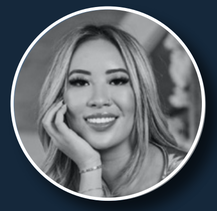
JAKE B.
Chief Executive
Producer & Top 2%



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%



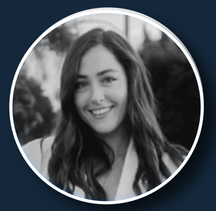
CHRIS H.
Chief Executive
Producer & Top 2%



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

	YOUR ANNUAL EARNINGS
• Personal Production	$121,298

TOTAL ANNUAL EARNINGS

$121,298

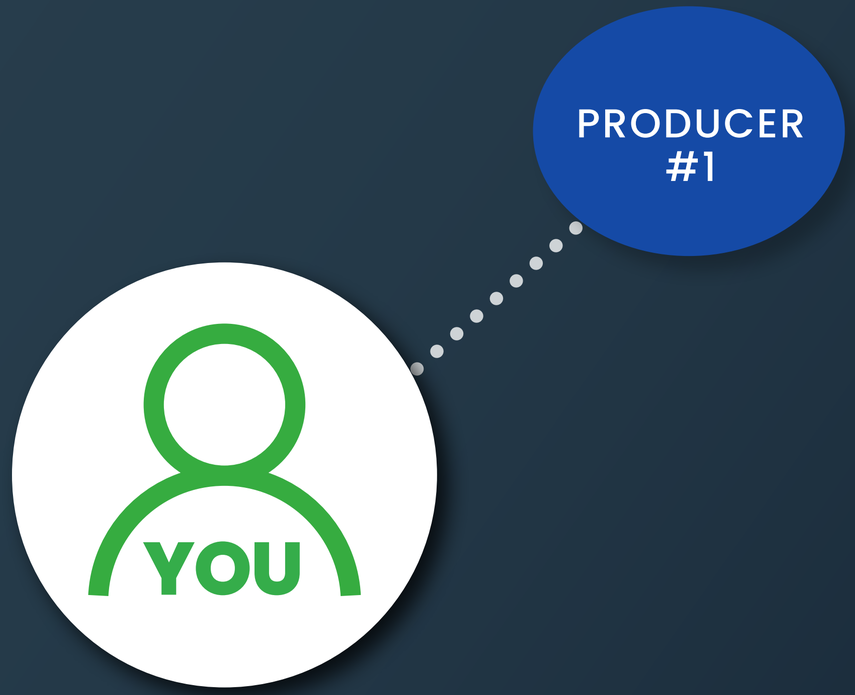
*BASED ON 10 SALES/MONTH PER PRODUCER



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

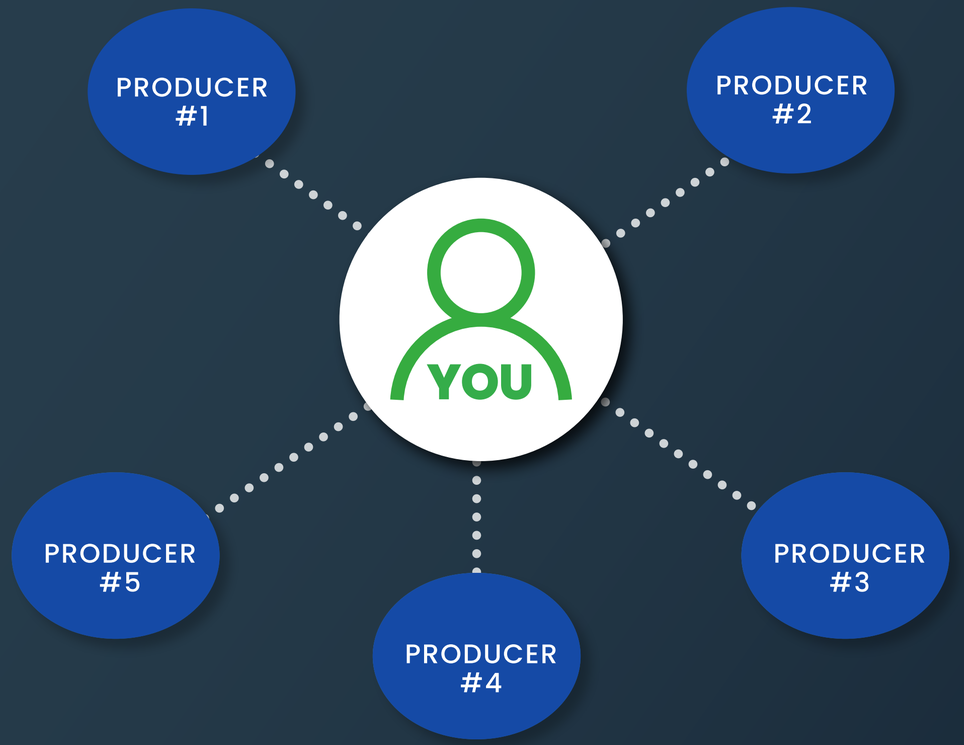
REGIONAL PRODUCER

	YOUR ANNUAL EARNINGS
• Personal Production	$121,298
• Your 5	$185,094
	$306,392

TOTAL ANNUAL EARNINGS

$306,392

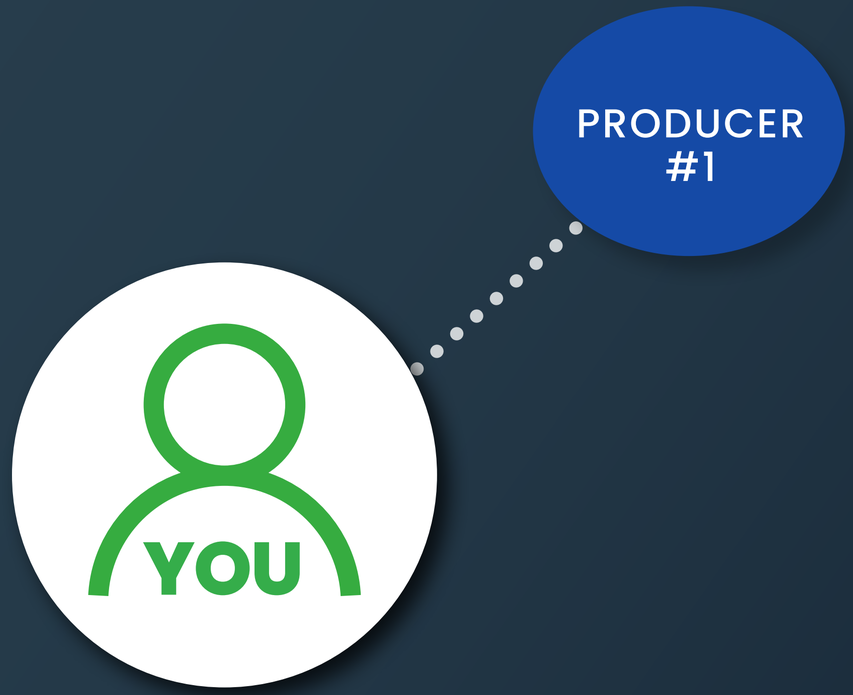
*BASED ON 10 SALES/MONTH PER PRODUCER



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

COEXECUTIVE PRODUCER

	YOUR ANNUAL EARNINGS
• Personal Production	$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

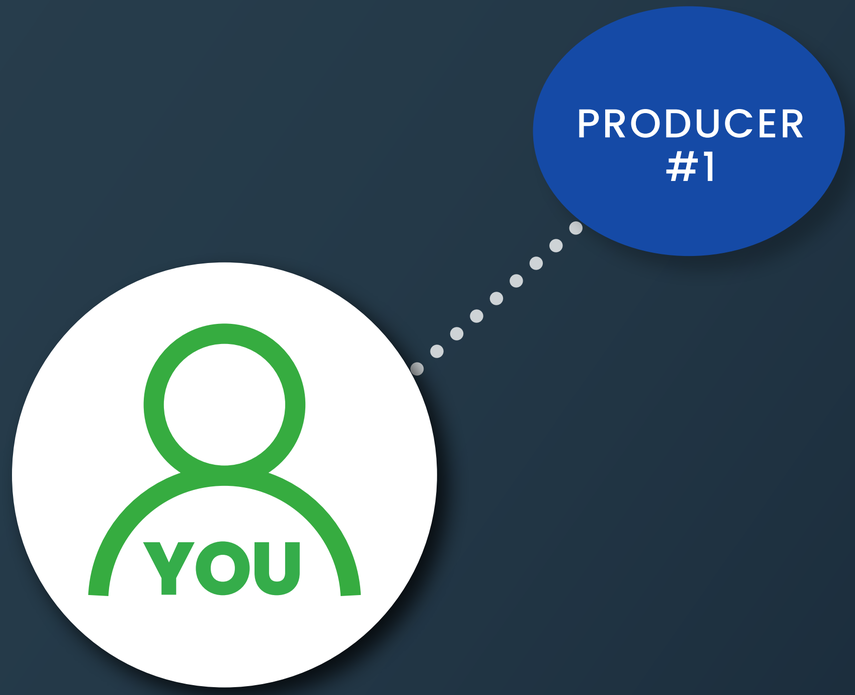
YOUR ANNUAL EARNINGS

- **For each New Producer making 10 Sales** **$77,859**

TOTAL ANNUAL EARNINGS

$77,859

*BASED ON 10 SALES/MONTH PER PRODUCER



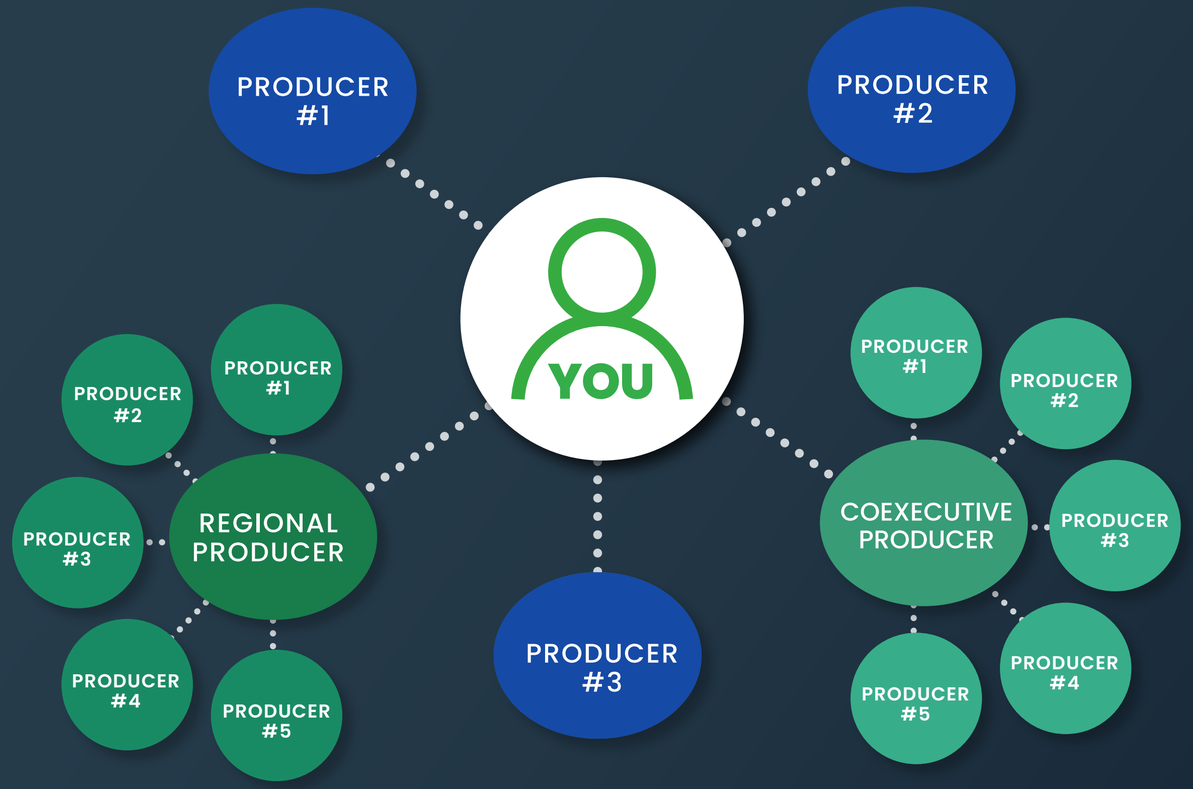
EXECUTIVE PRODUCER

	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
	$960,707

TOTAL ANNUAL EARNINGS

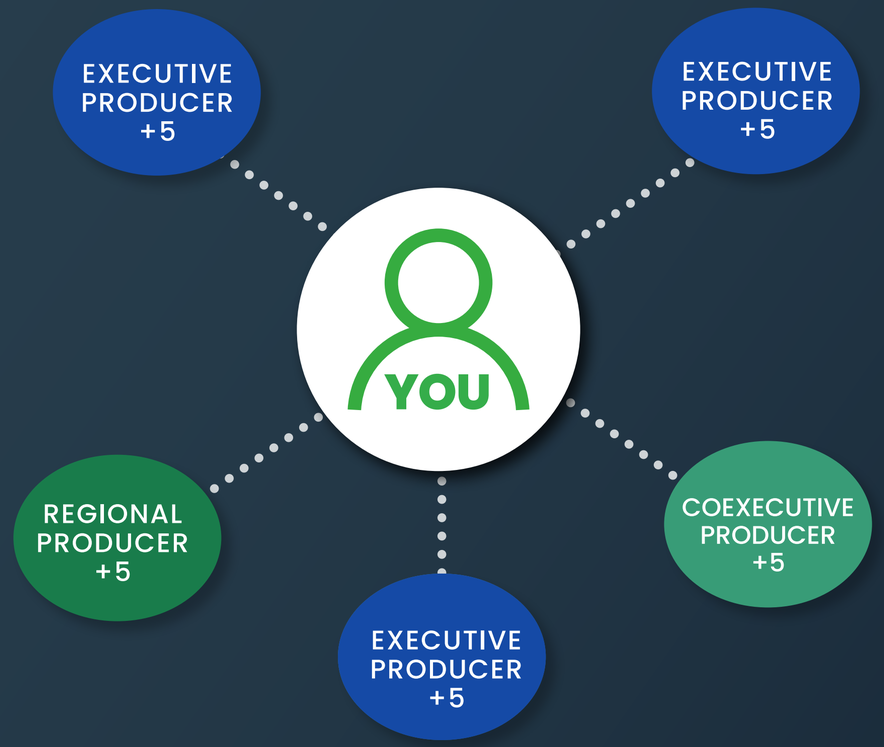
$960,707

*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
	$1,510,089



TOTAL ANNUAL EARNINGS

$1,510,089

*BASED ON 10 SALES/MONTH PER PRODUCER

CONTRACT ANNUAL EARNINGS



REGIONAL PRODUCER	COEXECUTIVE PRODUCER	EXECUTIVE PRODUCER	CHIEF EXECUTIVE PRODUCER	PARTNER
$306,392	$483,492	$960,707	$1,510,089	$2,359,000

AO PARTNER EARNINGS



EARNINGS PER
EXECUTIVE PRODUCER

$374,000



AVERAGE AO PARTNER
EARNINGS IN 2025

$2,359,000