

REFER AN AGENT

• An Opportunity for Farm Bureau Members •

Do you know someone who might be a good fit to become a Farm Bureau agent? We're looking for people who are interested in more than just selling insurance. Farm Bureau agents build relationships and advocate for the people in their communities. Sound like someone you know? When you submit a quality referral, you could earn up to \$2,500!

How It Works

When a candidate you refer contracts with our companies, you could earn up to \$2,500.

Earn \$500

when your referral begins the Reserve Agent Program.*

Earn \$2,000

when your referral completes the Reserve Agent Program and becomes a contracted agent with the companies.



Why Farm Bureau Financial Services?

We take pride in our agents and it shows, with perks that include:

- Industry-Leading Commission: Farm Bureau agents have unlimited earning potential. Agents earn commission from selling our products. We also offer many opportunities to qualify for cash incentives and travel to sought-after destinations.
- Extensive Product Offering: When it comes to protecting what matters most, we have it covered with a wide variety of property-casualty insurance, life insurance and other financial services products.
- Strong Brand Recognition: Our agents build relationships with people from all walks of life – rural, urban and in-between. Because of our affiliation with Farm Bureau Federations in the states where we do business, our agents represent a nationally recognized brand.

How to Submit a Referral

Send your name and member number and the name, email address and phone number of your referral to AgentRecruiting@fbfs.com. Your referral information will be forwarded to a local Agency Manager to discuss the opportunity.

*Reserve Agent is a pre-contract requirement prior to the candidate/company contracting full-time.

Eligibility Requirements

- Farm Bureau members in Arizona, Iowa, Kansas, Minnesota, Nebraska, New Mexico, South Dakota, and Utah with an active, paid membership are eligible.
- All reward payments are taxable income in the year received. Award recipients will receive a 1099. A completed W-9 form is required for reward payout.
- FBL Financial Group employees (including but not limited to RVPs, DOAs, AMs, AAMs, FSAsAs, and ACU) as well as relatives of individuals directly responsible for recruiting are not eligible to submit referrals for reward payments.
- The prospective agent must contract with **both** Farm Bureau Life Insurance Company and Farm Bureau Property & Casualty Insurance Company within 9 months of the referral to qualify for rewards.
- In the event of duplicate referrals, the first person to submit the referral will be the referrer of record.
- The companies reserve the right to discretionary authority for eligibility decisions and may discontinue the Recruiting Rewards Program at any time.
- The payout schedule in place at time of referral will be the schedule under which you receive reward payments.
- You must be an active and paid member at time of payout.

YOUR
BUSINESS.
YOUR WORLD.

BE A
FARM BUREAU
AGENT.