

Career FAQ's



What exactly would this role entail?

- work with business owners/HR's with enhancing their benefit package
- B2B cold calling, networking, referrals
- protect individuals and families with Globe Life, Family Heritage insurance policies

What is Family Heritage?

- fastest-growing voluntary insurance company in the U.S.
- highest customer service rating compared to other supplemental insurance companies
- payouts average 60% more than competitors
- 100% return of premium on all plans (i.e. they double as long-term savings accounts)

When and where would I work?

- you create your own schedule
- you're able to cover and protect anyone - individuals, families, and businesses of any size
- no territories

What is the pay structure?

- commission, bonuses, stock and trip incentives
- Family Heritage has the leading vesting program in the insurance industry
 - fully vested after 5 years, renewals start building from day 1
 - even if you leave Family Heritage, you are locked into a PERMANENT income receiving a percentage of your renewal income each month, subject to your tenure:
 - 2 years = 50%, 3 years = 60%, 4 years = 70%, 5 years = 100%
- move up the career track as quickly as you want and are able, through personal sales, building your own agency, or a combination of the two

How does the training process work?

- we set you up with a study guide for passing the licensure exams (\$50 expense to you)
- pass licensure exams, fingerprints / background check, have an iPad ready for sales school
- attend sales school for 3.5 days; we have our own regional sales school in Watford City, ND; your hotel is paid for, and you receive additional materials specific to The Arndt Agency
- after sales school, you spend your first week in the field with your field director, who helps you get your business off to a great start
- training and professional development is an ongoing process; we meet as a team on Zoom every morning, plus there are opportunities to listen to special guest speakers every week

Who is right for this career?

- someone who is self-motivated and disciplined
- a hard worker who can keep going through the hills and valleys of sales
- someone who is coachable and receives feedback well
- a go-getter who loves setting goals and achieving them

