theLIFEoffice

1. How does theLIFEoffice work?
We teach your agents the right questions to ask their clients to generate leads – we handle it from there. WE SELL, YOU GET PAID.

***2.* Is it only for life insurance leads?**
No, we also can handle disability income, long term care and annuities.

3. What kind of experience/expertise do theLIFEoffice agents have?
Our agents are experts in life insurance and have many years of experience.

4. Do you use 3rd party call centers or farm out the leads to outside agents?
Never! Our agents are dedicated in-house staff.

5. What is your selling philosophy? Will you hard sell my clients?
We take an advisor approach. We determine what your clients need and then present them with the best options. We let them decide how to proceed. We never push.

6. How will you represent yourself to my clients?
We represent ourselves as your agency's life insurance back office.

7. What is the compensation?
You will be paid 50% of the top agent commission. You'll also receive any special bonus from applicable promos.

8. How do I get paid?
You or the agency will be paid directly from the insurance company as the commission is earned.

9. Am I still the agent of record?
Yes. We always include you on the application.

10. How do I submit a lead?
Call: 844-422-5226 or email: info@thelifeoffice.com

11. How do I develop leads?
Simply ask your clients about their life insurance when you are having a positive interaction with them on another subject. We provide training for your entire staff on the best ways to ask clients about their life insurance. If they express interest in your agency's life insurance service, "hand the ball" to us and we will take it from there.

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12. What information do I need to gather?
Client's name and phone number. That's it! We will do all the fact finding necessary when we call them. If you gather more information about what coverage they currently have or what coverage they desire, that's great, but it is not required.

13. How quickly will you call the lead?
Within 24 hours, unless you request otherwise.

14. How will I know if you have called the lead?
We send you an email confirming receipt of the lead and indicating that we have called the client and the outcome of that call.

15. Will I receive reports showing what has happened on the leads I send?
Yes, your Agency will receive periodic status updates.

16. Will you send me copies of the quotes and applications and other documents for my file?
Not needed. When an application is taken, we will send you an email detailing the coverage amount, company, plan name, and premium that is written information for your file.

17. Will you service my client once the sale has been completed?
Yes.

18. Will you do future policy reviews with the clients?
Yes. Every two years theLIFEoffice *(that's us) will call your clients and do a policy review.*

19. If additional sales are made in the future, will I be notified and compensated?
Yes and yes!