

To Submit a Referral:

Fill out the form below and mail to:
Farm Bureau Financial Services
ATTN: Agency Services – Recruiting Rewards Program
5400 University Avenue
West Des Moines, IA 50266

Or, submit your referral via email: agencyservices@fbfs.com

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Member Name _____

Member ID _____

Address _____

City _____

State _____

Zip _____

Phone Number _____

Referral Name _____

Address _____

City _____

State _____

Zip _____

Phone Number _____

RECRUITING REWARDS PROGRAM

An Opportunity for Farm Bureau Members

**Refer a qualified agent candidate
and earn up to \$4,000 cash!**

Do you know someone who dreams of
owning their own business?



We'd like to meet them.

The Farm Bureau agent business opportunity is one of the best kept secrets in small business. Agent income is based on effort, not a timecard. Agents enjoy flexible hours and the privilege of helping people protect what matters most.

For the past 70 years, the companies of Farm Bureau Financial Services have helped Farm Bureau members protect their family, their farm and their future.

We invite you to refer someone you feel has what it takes to be a Farm Bureau agent. If your qualified referral contracts with the Companies, we'll reward you with **\$700**. It's that simple. **To earn even more**, refer to the **Tier Level Qualifications** section to learn about additional rewards available provided the successful agent remains under contract for one year.

If you have questions about the program, please contact Agency Services at 515-453-3936 or agencyservices@fbfs.com.

Program Rules

- Current Farm Bureau members age 18 or older in Arizona, Iowa, Kansas, Minnesota, Nebraska, New Mexico, South Dakota and Utah are eligible to participate.
- Farm Bureau members entitled to a referral payment are required to submit a W-9 tax form to receive payments.
- A referral must be submitted in writing and must include the information requested on the attached referral form. The first completed referral received will be the referral of record.
- A referral must be on record at least 60 days, but no more than 9 months, prior to the referral contracting as an agent with Farm Bureau Property & Casualty Insurance Company and Farm Bureau Life Insurance Company (the "Companies").
- There is no guarantee that referrals will be offered a contract with the Companies, or that a referral once contracted with the Companies will not be cancelled within the first year. All information regarding the Companies' decisions to offer a contract or cancel a contract is strictly confidential.
- All decisions by the Companies regarding eligibility of Farm Bureau members for referral payments are final.

This Program will terminate on December 31, 2014; however, the Companies reserve the right to terminate the Program earlier without notice. Termination of the Program means no new referrals will be accepted into the Program, but eligible Tier Level payments will continue.

Tier Level Qualifications

- Tier 1 – Agent Candidate contracts with the companies, **EARN \$700**
- Tier 2 – New agent issues 15 new Property-Casualty accounts at the end of his/her first 6 months under contract, **EARN \$450**
- Tier 3 – New agent issues \$12,500 actual Life and Annuity production at the end of his/her first 6 months under contract, **EARN \$400**
- Tier 4 – New agent issues 30 new PC accounts at the end of his/her first 12 months under contract, **EARN \$750**
- Tier 5 – New agent issues \$25,000 actual Life and Annuity production at the end of his/her first 12 months under contract, **EARN \$700**
- Tier 6 – New agent issues \$50,000 actual Life and Annuity production at the end of his/her first 12 months under contract, **EARN \$1,000**