



The AIG Partners Group Opportunity



Policies issued by American General Life Insurance Company.



We are AIG

We're one of the world's largest insurance organizations, with more than **88 million customers** around the globe. We're a network of **64,000 associates** in more than **130 countries** who come together every day to take on new challenges.

A financially strong global powerhouse, in business for **160 years** with over **\$537 billion** in assets

AIG's revenue in 2013 was **\$68 billion**

Over **\$910 billion** Life Insurance in force



AIG is one of the top insurance companies in the world.

Internationally, we have headquarters in New York, London, Paris and Hong Kong. Domestically, we are one of the leading providers of life insurance, retirement services, money management and mortgage insurance in the U.S. We have a major presence in New York, L.A., Houston and Nashville, with local offices all over the country.





We are AIG Partners Group

- Hybrid distribution model offering the best of both worlds from a traditional career channel and a brokerage model
- Relationship-driven at both MGA and producer levels
- Commitments by both partners

Profile of Our Successful Partners

- Has a defined market, often described as a “boutique shop”
- Committed to learning the product and how to market differently (needs-based rather than just cost driven)
- Willing to make a production commitment and make us a primary carrier

Our Mission

The ultimate Relationship Partner for successful independent, client-focused groups and their producers.

We are Committed to Your Success

We understand that consumers today have busy lives and complex financial needs to address. We also believe that **without people like you creating lasting relationships with clients, we cannot achieve our mission.**

What Makes Us the Right Choice

A Differentiated Distribution Model

The AIG Partners Group distribution channel blends the independence of brokerage with aspects of the culture, support and back up of traditional career distribution. With our Marketing General Agent (MGA) partners we focus on building relationships at the agent level.

We are seeking professional, self-motivated individuals to sell and service innovative insurance products to existing clients and new customers. But we aren't offering contracts to just anyone. Our MGAs not only have to have a viable business plan in place, they are also passionate about the Quality of Life...Insurance® value proposition.



Differentiated distribution model offering a superior service platform and a innovative product suite



Partner with us

When you partner with us you will be in a unique position to help your clients with the confidence of knowing AIG Partners Group is part of your team.

Superior Service Platform

We believe we are distinguished from our peers by being the best, the most innovative and the most creative in developing career affiliate agent opportunities. And we go the extra mile to ensure your success as an Independent Producer. Our support services include:

- Business Management Support
- Training
 - In the field, home office & via webinar
 - Clear, easy-to-read agent product guides and a variety of multi-media channels
- A dedicated website offering
 - Product and marketing information
 - New business applications and forms
- “eStation” - a site providing you information on pending cases, commission statements and enforce business
- Compliance approved advertising materials
- Advanced Marketing Capabilities with an experienced team of attorneys and individuals with financial expertise.
- An illustration system that helps you generate personalized illustrations for clients
 - Your clients can see the benefits and values of a product solution, and how that solution can help them meet their financial goals and objectives. In addition, the illustration system can help you create presentations for needs analysis and advanced sales concepts such as Key Person Life, Executive Bonus, and many more.



Innovative Product Suite

Our goal is to provide differentiated, affordable products for America's broad middle market. We offer a wide array of products to meet just about any financial need—products designed by focusing on the consumer.

Our product portfolio features our **Quality of Life...Insurance** product suite of universal and term life insurance. Quality of Life...Insurance is affordable, flexible and more useful for what today's families need. It's innovative coverage that can help in case of a critical, chronic, or terminal illness, and also offers a disability income rider to help pay bills if you are unable to work. Quality of Life...Insurance can also help supplement retirement needs.



Recognition and Conferences

We believe that hard work and dedication are essential to success in the insurance and financial services industry. We also believe producers who put in that kind of hard work and dedication deserve to be recognized and rewarded.

For producers who achieve annual sales benchmarks, we offer more than just exciting conferences in exotic locations and more than just bonus dollars (although there's a lot to be said for both of those!).

We offer you the dual opportunity of being recognized by and networking with your peers from agencies located throughout the United States – people whose knowledge, experience, achievements and expertise have made them among the best in the business.



2012

**Fairmont Kea Lani
Maui, HI**



2013

**Westin Dawn Beach
St. Maarten**



2014

**Four Seasons Biltmore
Santa Barbara, CA**

Commissions and Bonuses

When you work hard...you deserve to be rewarded too. In our industry, there is little that is more personally satisfying than finding the right coverage, at the right price, for a client who wants to protect his or her family against life's unforeseen events.

Helping clients obtain a better quality of life is why most of us got into this business in the first place.

But...when you work hard, when you do the right thing for your clients and policyholders, when you know that the families you serve are protected and on the road to achieving their dreams...you deserve to be commended.

Competitive first-year commissions paid weekly

Plus the opportunity to increase your first year payout via bonuses and production incentives at the agent level

A wide range of incentive opportunities

From production bonuses to performance-based trips, conferences and incentives, you are rewarded for your sales and conservation efforts



AIG Partners Group

The Opportunity

AIG Partners Group is distinguished from its peers with **research-based, innovative, consumer-focused products and services** to meet producer and client needs.

We are selective about the partners we choose. We know that the Quality of Life...Insurance story will bring you to us – but **it's the relationship that will keep you with us.**



The background of the slide features a blue-tinted photograph of several business professionals in silhouette, standing on a balcony or high-rise office floor. They are looking out over a dense city skyline with various skyscrapers under a clear sky. The overall aesthetic is professional and modern.

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AIG Partners Group is a sales and distribution unit of American General Life Insurance Company (AGL) and is a member of American International Group, Inc. (AIG). Policies issued by AGL. Issuing company AGL is responsible for financial obligations of insurance products and is a member of AIG. AIG Partners Group is a sales and distribution unit of American General Life Insurance Company and is a member of AIG. © 2015 AIG. All rights reserved.

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