

EMPIRE LIFE INFORMATION CIRCULAR

DATE: November 29, 2018

Nº. 2018-24

CATEGORY: CONTRACTING

TO: Managing General Agents

SUBJECT: Associate General Agents (AGAs)

It has been some time since we published our policy regarding AGA qualifications (September 2011) and in light of the recent revision to our Managing General Agent (MGA) Agreement, we felt it was an opportune time to re-state our policy.

Definition Generally, an AGA is a business entity with a group of ten or more advisors contracted through them. An AGA can only be contracted with Empire Life through an MGA and that MGA has contractual responsibilities relating to the AGA and its contracted brokers. All business must be submitted to Empire Life through the MGA. AGAs are required to do a minimum of \$60,000 combined FYC per year.

Direct Administration Process We do allow direct administrative access to AGAs who can achieve and maintain \$100,000 annual combined FYC. They must also have the operational structure that can handle direct administrative access. The MGA must agree to this direct administrative access and the MGA continues to have the same contractual responsibilities to manage the AGA. A request for direct administrative access must be made by the MGA to Empire Life for approval. Please contact our Distribution Services team for our documentation requirements.

Please note that these production requirements will be monitored and reviewed on an annual basis. Should an AGA not be able to meet the requirement, a Corporate Broker contract would be the alternative.

Should you have any questions about this policy, please contact your RVP.

Reference Jeannine Vasily, Director, Retail Services

