

New York Life Accelerated Path to Management Program

Are you looking for a job where you can use your experience to propel your career into management? At New York Life, we will invest in you from the start to help you learn and grow as a financial professional first. We'll train you in valuable skills, such as marketing, business development, and customer relationship management, and provide you with the tools you need to further your career. Then we'll train you and provide you with access to the tools you need for a career in management.

What we're looking for

We're looking for people who want to make a lasting impact on the financial well-being of individuals, families, and small businesses—motivated people who can answer yes to one of the following questions:

- Do you have sales or managerial experience in another industry?
- Have you previously run your own business?
- Do you have an MBA or other equivalent degree?

If so, the Accelerated Path to Management Program may be right for you. In the Accelerated Path to Management Program, you'll start off as a financial professional,* learning how to sell our products, building client relationships, and meeting specific requirements¹ before transitioning into a management role. You'll then undergo a six-month intensive training program designed to prime you for success as a manager. You will use that experience to understand how to recruit and coach others to success.

What we offer

Phase 1: Firsthand experience as a financial professional

You'll learn firsthand about a financial professional's role and day-to-day work by working as a financial professional during the first year of your career journey with New York Life. We will provide you with extensive training, access to digital tools, and a comprehensive product suite.

Training and resources

You will receive top-notch training that will give you an understanding and appreciation for the strength and value of New York Life. Beyond this training and support, New York Life will provide access to the resources you need to succeed day-to-day, including experts on hand to answer your questions—and a suite of digital sales, prospecting, and marketing tools that will help you attract and retain your clients with web, social, and email content.

Product Solutions

You will learn about our robust products and services that can help clients achieve their financial goals. Together with its subsidiaries, New York Life provides a range of competitive insurance and financial products, including life insurance, annuities, long-term care insurance, disability income insurance, and investment products such as mutual funds through our broker-dealer, NYLIFE Securities LLC (member of FINRA and SIPC), a Licensed Insurance Agency. You will be required to hold securities licenses and FINRA registrations and affiliate with NYLIFE Securities as a registered representative before you can offer investment products.

* The terms "agent" and "financial professional" are used interchangeably throughout this brochure and refer to someone who is in a sales role under an agent contract.



Phase 2: Your transition to Associate Partner

After meeting specific requirements during the first 12 months as a financial professional, you will enter a specialized six-month Associate Partner training program.¹ We'll help you to lead and build your team of financial professionals. Throughout your career journey with New York Life, you'll continue to have opportunities to grow and be promoted to increasingly senior levels of management.

How we will compensate you

When you begin with New York Life as a financial professional,² your income will be commission-based. For more information about commission-based income and benefits for financial professionals, please follow this link: <https://www.newyorklife.com/careers/financial-professionals/income-and-benefits>.

If you meet the requirements and approvals to become an Associate Partner, you will receive a salary. The salary range for an Associate Partner is \$60,000–\$150,000 (the minimum salary in California is \$68,640.00; the minimum salary in Washington is \$77,968.80; the minimum salary in New York City, Nassau, Suffolk, and Westchester counties is \$64,350.00; the minimum salary in the rest of New York State is \$60,405.80), plus you will be eligible for certain bonuses and other incentives based on the performance of agents in your unit, including additional compensation related to the agents you recruit and develop ("R&Ds"). R&Ds involve additional compensation that is designed to increase your income and to reimburse for any reasonable and necessary expenses we do not otherwise reimburse. You will also be eligible for medical, dental, and vision benefits, life, long-term disability, and accidental death and dismemberment coverages, a pension plan,³ and a 401(k) savings plan.⁴

New York Life will value and reward your hard work and success. You'll have significant income potential over time, because our field managers' compensation is directly aligned with their recruiting performance and the production level of their team of financial professionals. The average income among our 617 recruiters at all levels in 2024 was \$285,000.⁵

About New York Life

New York Life is a Fortune 100 company with a long history of doing good. We have been in business for 180+ years, helping generations of Americans protect their families and attain their financial goals. As a mutual company, we are accountable only to our policyholders, not to Wall Street or outside investors. We are focused on long-term success for our clients. To prepare for the future, we are constantly innovating and looking ahead to find more ways to increase value for our clients.

We're proud to be recognized by the following organizations.⁶

- Fortune 2024: World's Most Admired Companies
- Handshake 2025: Early Talent Award
- Forbes 2024: America's Best Employers for Diversity
- Seramount: 2024 Best Companies for Multicultural Women

We're proud of the help we've provided and continue to provide our clients⁷

- 5.1 million lives protected (includes all owners of individual life insurance and annuity policies)
- \$6 billion in living benefits awarded (includes life and annuity cash value accumulation and qualifying policy dividends paid. Dividends are not guaranteed.)
- \$983 million lifetime annuity income paid (includes all payouts on individual income annuity products)
- Over \$1.2 trillion life insurance protection in force (includes term, whole, and universal life)

- ¹ Specific production and licensing requirements must be met, and approvals obtained before transitioning to field management. Once you meet all the requirements, the timing of your transition to the Associate Partner role will also depend on openings in the schedule for Associate Partner training. Currently, training cohorts open four times during each year, but are subject to change. Please ask your New York Life recruiter for details.
- ² If you qualify for an Introductory (PTAS) Contract, you will preview an agent career with New York Life as an independent contractor while continuing to work at your current job, with limited exceptions. PTAS Agents are not eligible for benefits. During this preview period of up to six months, any sales you make will continue to accrue until you either make enough sales to become a full-time agent under a Training Allowance Subsidy (TAS) Contract or the passage of six months, whichever is earlier. If you do not become a full-time agent, first-year commissions on any sales you made will be paid to you in a lump sum at the end of your PTAS contract period. If you become a full-time agent under a TAS Contract, you will be credited with the commissions you accrued under the Introductory Contract.
- ³ Certain eligibility requirements apply. Monthly payments are determined by your earnings, years of service, age, and the form of payment you choose. The company reserves the right to amend or terminate the plan at any time for any reason.
- ⁴ This is necessarily brief and provides only a list of benefits available to Associate Partners under the applicable plans. Specific terms, such as eligibility and benefits, are determined only by the terms and conditions contained in the relevant plan documents. The company reserves the right to amend or terminate benefit plans at any time for any reason.
- ⁵ Based on 2024 company data for 111 Managing Partners, 89 Senior Partners, and 404 Partners/Associate Partners who were active as of December 31, 2024. Average recruiter income is provided for illustrative purposes only. A recruiter's income is determined based on the applicable field management compensation plan in effect for that pay year. A recruiter's income also varies from year to year, and is dependent upon the recruitment, development, and retention of quality agents and the sales generated by each agent in the recruiter's unit and/or in the General Office. In addition to salary, average recruiter income includes certain non-guaranteed income that is dependent on a number of factors, including the recruiter's field management title/level, the sales results of the recruiter's unit and/or General Office, and the recruiter's applicable field management compensation plan. The historical income numbers shown above include additional compensation payments designated to reimburse all of a field manager's business expenses not otherwise reimbursed by the company. The company reserves the right to amend, modify, or terminate the compensation plans at any time.
- ⁶ A full list of our awards is available here: <https://www.newyorklife.com/newsroom/our-awards-and-recognition>.
- ⁷ All figures reflect the consolidated results of New York Life Insurance Company (NYLIC) and its domestic insurance subsidiaries, including New York Life Insurance and Annuity Corporation (NYLIAC) for the 12 months ending December 31, 2024. Individual life insurance in force is the total face amount of individual life insurance contracts (term, whole, and universal life) outstanding for NYLIC and its domestic insurance subsidiaries at a given time. The company's individual life insurance in force totaled \$1.227 trillion at December 31, 2024 (including \$183.6 billion for NYLIAC). Dividends are payments made to eligible policy owners from divisible surplus. Divisible surplus is the portion of the company's total surplus that is available, following each year's operations, for distribution in the form of dividends. Dividends are not guaranteed. Intercompany transactions have been eliminated in consolidation.

New York Life accepts applications to become a financial professional on an ongoing basis. Candidates who qualify for the Accelerated Path to Management program will need to meet specific requirements as a New York Life financial professional before entering a specialized six-month Associate Partner training program. New York Life is an Equal Opportunity Employer – M/F/Veteran/Disability/Sexual Orientation/Gender Identity.

<Recruiter's name>
<Recruiter's title >
<New York Life Insurance Company>
<Recruiter's phone numbers >
<Recruiter's email address >
<Recruiter's office address 1 >
<Recruiter's office address 2>

New York Life Insurance Company

51 Madison Avenue
New York, NY 10010

www.newyorklife.com