

# An Exceptional Opportunity



*You could change the course of someone's life and earn \$300 at the same time!*

**S**OME SAY THAT TIMING IS the key to success—being in the right place at the right time and seizing an opportunity. National Mutual Benefit offers an exceptional opportunity for individuals who would like to move from a job to a career—for people with entrepreneurial spirit.

Do you know someone who may be thinking about a career change if the right opportunity presented itself? You could have a profound effect on that person's life simply by referring him or her to National Mutual Benefit as a potential district representative. Your referral could change the course of someone's life and earn you \$300 at the same time!

In 1965, there were more than one million full-time life insurance agents—one for every 194 men, women, and children in the United States. Now, fewer than 250,000 life insurance representatives serve a population of 296 million. The number of prospects has grown by over 50 percent while the number of full-time life insurance agents has gone down by 75 percent.

This is good news for those looking for a new, rewarding career. The opportunities are many. People are living

longer and want and need to address the concerns of outliving their assets. They will need the help of a life insurance agent to ensure that they have an adequate income for life. All market indicators point to the fact that the next 8–10 years will be the best time in the history of the life insurance business.

According to *Time Magazine*, 10,800 Americans turn 50 every day—that's almost four million people each year who need to prepare for retirement.

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Baby Boomers and Generation X-ers will provide many sales opportunities now and well into the future. Baby Boomers' desire for savings and a guaranteed income stream combined with Generation X-ers' interest in saving and retirement planning are natural markets for the life insurance business which specializes in retirement savings.

A career in the life insurance industry, specifically a career with NMB, could be the best career move of someone's life. The rewards are many . . . helping people achieve financial security always tops the list when veteran NMB agents are asked

what they like best about their career.

Not long ago, everyone wanted to work for a large company. Today, many of these companies have restructured in order to show a profit, or even survive. But NMB cares about its people. Our agents are important members of the NMB team, and enjoy the full support of the Home Office staff.

National Mutual Benefit provides education, training, joint field work, a structured pay plan with generous bonus levels, and terrific benefits. The support our district representatives receive is ongoing. NMB wants its agents to succeed and is committed to making that success a reality. We're looking for people who would like to be in business for themselves, but not by themselves.

Who do you know who has a strong ambition to succeed—someone who is looking for a challenging and rewarding business opportunity? Can you think of someone who's been passed over for a promotion, who is making less money than they feel they're worth, or whose current position is routine and unfulfilling? Who is the best salesperson you've met in the past six months?

You could help someone at a crossroad in their life by referring that person to National Mutual Benefit. If your candidate becomes a full-time district representative, you will earn \$300. Complete details of the program and a postage-paid referral card are on the magazine insert in front of this page. ♦