

# LABONTE INSURANCE MARKETING SERVICES

## *Shared Compensation Model*

### **65/35**

Taking of an electronic application: If, after an agent has ostensibly sold the concept, the product and made the sale, he or she wishes a LIMS rep to call the client and take the application via electronic means, schedule the exam, and coordinate with the client throughout the underwriting process the compensation is split at 65% to the agent and 35% to the LIMS representative.

### **50/50**

Meeting with or calling a client to sell the concept, product or to complete the sale as well as taking the application electronically, the split is 50% for the agent and 50% for the LIMS representative.



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