

How much in new
assets under management
would you need
to bring in
to generate
\$100,000
of income?

Let's break it down.

**\$1,500 / mo.
\$18,000 / yr.**

Average commission on
"typical" life insurance case

**$\$18,000 \times 1.10 =$
 $\$19,800$**

Payout is 110%, bringing
the average up to \$19,800

**$\$19,800 \times 5 =$
 $\$99,000$**

5 cases/year at that rate =
\$99,000 in compensation



If you didn't earn that income through insurance sales, you would have to find \$12 million in NEW ASSETS to generate that amount of money.



WHY? \$12 million in new assets at an average payout of .80% equals \$96,000 in compensation.



Seems so simple, doesn't it? Life Insurance is the answer to increasing your revenue and improving your practice. **DBS can help.**



Diversified Brokerage Services, Inc.

We make doing business EASIER and MORE PROFITABLE for you.

Your local DBS Field Relationship Manager can provide face-to-face support developing your book of business. Learn more about incorporating life insurance into your practice today!