



PUT YOUR FUTURE *in*
GOOD HANDS[®]



DAVID GONZALEZ
Norwalk, CT



CARLY HITEMAN
Naperville, IL



DAMION ANGLIN
San Diego, CA



ALYSON SABATINI
Vestavia Hills, AL

*See what goes into building a
good life, every step of the way.*

Summary of the Opportunity



KENT SCHWAB
Baltimore, MD

A GOOD LIFE STARTS NOW.

BECOME AN ALLSTATE
AGENCY OWNER.

DO YOU HAVE WHAT IT TAKES?

It takes a special kind of person to become an Allstate Agency Owner. A successful candidate is equal parts dedicated and driven. Someone who isn't afraid to take risks and turn them into rewards. Someone with a passion for helping people live the good life and building a good life for themselves. Opening an agency takes courage, commitment and compassion.

YOUR BUSINESS. YOUR WAY.

This is *your* Allstate agency. That means you're in charge of your business. From the moment you open your doors, you can do things your way.*

THE RIGHT CHOICE

Your success as a small business owner starts with choosing the right company to invest your future in. The advantages of picking Allstate really add up.



Always in demand

While some businesses are at the mercy of the ups and downs of the market, insurance is something people always need. So even if the economy falters, there will always be demand for the products you sell.

Revenue you can rely on

Each time a customer renews a policy, you receive a commission. That's a constant stream of revenue you can rely on as you grow your business.

No wasted income

Unlike some small business opportunities, you don't have inventory. That means you never need to worry about losing money to storage, spoilage or waste.



“Your ideas come to life and you get to grow your agency the way you want it to grow.”

ALYSON SABATINI
Allstate Agency Owner

PUT YOUR FUTURE IN GOOD HANDS[®]

You want the highest earning potential you can get and the support you need to get there. But you also want a name on the door that you can believe in. That's Allstate.



One of the most recognized brands in America

For over 80 years, Allstate Agency Owners have had a trusted brand and an industry leader behind them every step of the way.

Maximize your earnings potential

One thing we do to give you room to grow is remove the ceiling. With no caps on what you can earn, the sky's the limit for your bottom line.

Great compensation

We give you a highly competitive commission structure, plus the recognition and production incentives to back it up.

Build a legacy

As an Agency Owner, you own an economic interest in your business. This gives you the freedom to sell to a qualified buyer or Allstate, or pass it on to your children or another family member.*

*Subject to terms of Allstate Agency Agreement.

“When I knew it was time to retire and move on, I asked Carly to buy the agency. I knew she would give what it took to be a good agent, and she is. She’s done a great job.”

PETER GUARDI

Allstate Agency Owner for 42 years and father of Carly Hiteman, Allstate Agency Owner since 2006





“From the day I opened my doors,
I had the support of a national
brand in my corner. I am very
grateful for that.”

DAMION ANGLIN
Allstate Agency Owner



A BRAND THAT HAS YOUR BACK

When you become an Allstate Agency Owner, you're not on your own. From day one, we will help you build the knowledge, skills and tools you need to succeed.

Ongoing training and support

We make sure you and your staff have access to education and support about our products, sales techniques, productivity tips and marketing tools. To us, that's just good business.

Field Sales Leader

You'll receive one-on-one support every step of the way from a local, dedicated Field Sales Leader who can help you build a successful, profitable agency.

Marketing/advertising

As an Agency Owner, you can count on the support of Allstate's multimillion-dollar national advertising campaigns, plus customizable local marketing and advertising materials — brochures, mailers, emails, etc. — along with your own personalized web page and office signage.

Branding your agency

We offer a variety of ways to help brand your office — from signage to furnishings to interior design experience — to enhance the customer experience and present your agency in a professional manner.





“The harder you work, the more you can make. Hard work will always be rewarded.”

DAVID GONZALEZ
Allstate Agency Owner

THE SKY'S THE LIMIT

If you're looking to really build a future and not thinking short-term, few small business opportunities offer the profit potential of being an Allstate Agency Owner.

Many ways to earn

Allstate's portfolio won't box you in. It gives you the opportunity to sell a wide range of products, from auto to home and business to life. Plus, when you partner with an Allstate Exclusive Financial Specialist (EFS), you can write policies for life, education savings and retirement to receive even more commissions and bonuses. The more you sell, the more you earn.

A-list advantages

- Guaranteed base commission
- Revenue from both new and renewing business
- Start-up and annual bonuses

Hard work pays off

As an Agency Owner, your hard work could qualify you for a variety of rewards and perks.

- Network with fellow Agency Owners at business forums across the country
- Attend once-in-a-lifetime trips and events around the world



GOOD WORK. GOOD LIFE.

This isn't a career for just anyone. Our most successful Allstate Agency Owners build thriving businesses by working hard to develop trusting, personal, long-term relationships.



Allstate Agency Owners are trusted advisors for customers.* After all, customers count on them to protect what is most important in their lives. Agency Owners believe that being there for customers and communities is every bit as important as their bottom line.

Care for your community

Being an Allstate Agency Owner is about more than just selling insurance. It's about helping families protect what matters most. It's about giving back to help better your community. As an Agency Owner, you help customers live a good life every day.

As an Allstate Agency Owner, you have the freedom to build a good life for not only you and your family, but your community as well.

*Customers tell us they want a trusted advisor, someone who knows them, develops a relationship, provides options and who can help them choose products and services that meet their needs.



"I get a lot of satisfaction out of helping people and improving the quality of their lives. It's important to give back to the community from which you've made a living."

KENT SCHWAB
Allstate Agency Owner



YOUR JOURNEY TO A GOOD LIFE

A better future starts now

The reason for choosing to become an Agency Owner is different for everyone, but the path to opening your first Allstate agency is the same. It takes about three to nine months from initial interest to opening your agency's doors. Below is a brief timeline of the journey that awaits you.

Approval	Preparation	Opening
<ul style="list-style-type: none">• Submit business plan and financial information• Complete final interviews with Field Sales Leadership• Work with Allstate to choose a location, opening date, etc.	<ul style="list-style-type: none">• Acquire necessary licenses• Complete regional education and training• Attend Allstate University	<ul style="list-style-type: none">• Secure financing• Set up office and hire staff• Prepare marketing and grand opening materials

GET STARTED NOW!

ALLSTATE AWARDS AND ACCOLADES

CORPORATE

50 Happiest Companies in America
CareerBliss (2014)

Working Mother 100 Best Companies
Working Mother magazine (2013)

Top 100 Military Friendly Employers® List
MilitaryFriendly.com (2013)

Best Places to Work for Recent Grads
ConnectEDU (2013)

InformationWeek 250 Most Innovative Users of Business Technology
InformationWeek, ranked #11 (2012)

America's Most Admired Companies
Fortune magazine, ranked #5 in property & casualty industry (2007, 2009)

CORPORATE SOCIAL RESPONSIBILITY

Greenest Companies in America
Newsweek magazine (2010, 2011, 2012)

The Civic 50
Ranked thirteenth among S&P 500 companies (2012)

This brochure highlights the R3001 Agency opportunity.* Agency owners are independent contractors and are not employees of Allstate. Multiple factors contribute to the success of an Allstate Agency. As such, individual results will vary. All information, including bonus, revenue, compensation and education information is subject to change.

See the R3001 Exclusive Agency Agreement and Exclusive Agency program materials for details.

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For more information, contact Allstate toll-free at 877-605-9280 or visit allstateagent.com.

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*Excludes Allstate New Jersey

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DIVERSITY

America's Top Corporations for Women's Business Enterprises

Women's Business Enterprise National Council (2014)

Top Company for Executive Women

National Association of Female Executives (2000-2001, 2005-2014)

Best Companies for Multicultural Women

Working Mother magazine (2004-2013)

50 Best Companies for Latinas to Work

LATINA Style magazine, award-winner for fifteenth consecutive year (1998-2012)

List of Best Places for Diverse & Women Managers to Work

Diversity MBA Magazine (2013)

Top 50 Companies for Diversity

DiversityInc magazine, eight-time award winner (2013)

ALLSTATE BY THE NUMBERS

For Allstate and our Agency Owners, the numbers add up.

83 years of stability and strong financial ratings

- AM Best (A+ Superior)
- Standard & Poors (AA- Very Strong)
- Moody's (Aa3 Excellent)

#92 on the Fortune 500 List

\$30 billion in assets

\$125 billion brand

16 million households

To hear more from real agents, or to get started now, visit: **Allstateagent.com**



Allstate

You're in good hands

Auto Home Life Retirement