

LIMRA-EY Experienced Financial Professional Study

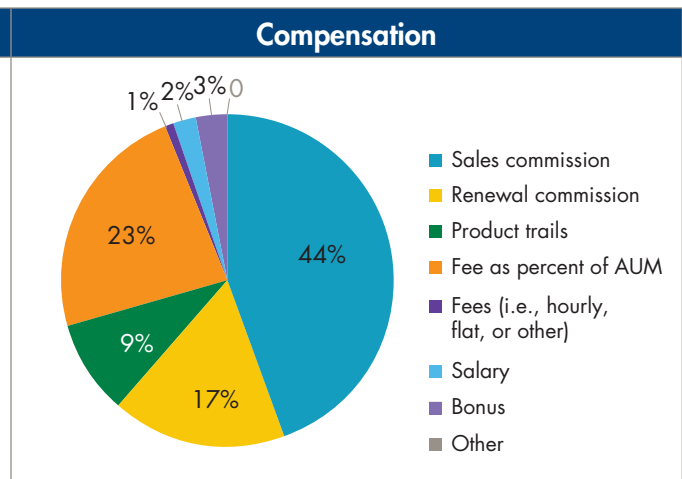
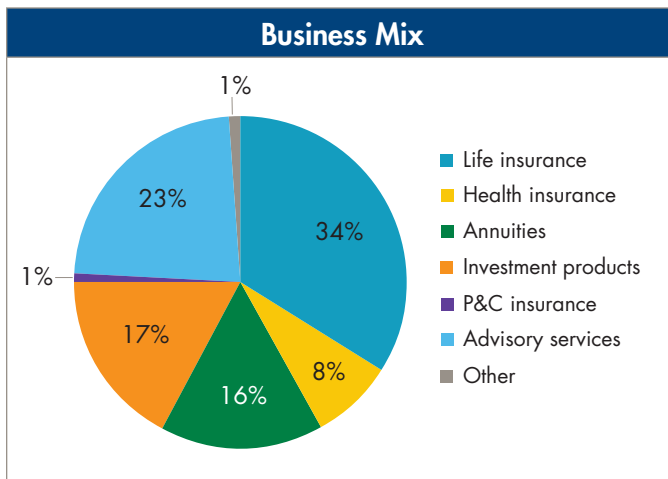
Key Metrics

CAREER AGENT

Career Stage	
Early (3–9 years)	15%
Mid (10–24 years)	55%
Late (25+ years)	30%

Gross Income	
2019	\$210,333
2021	\$261,146
Growth ('19 to '21)	24%

Number of Clients	
2019	574
2021	636
Growth ('19 to '21)	11%

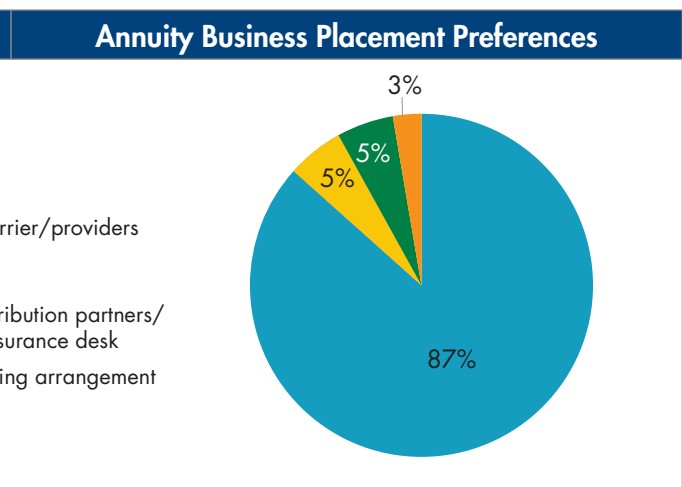
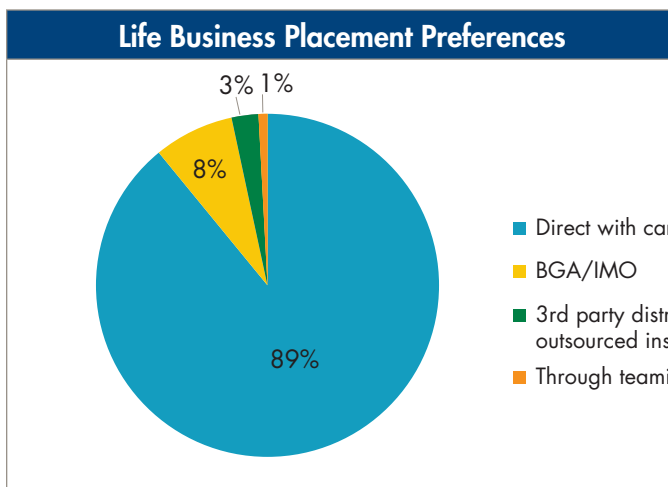


Life Policies

Policies Sold — 2019	131
Policies Sold — 2021	137
Growth ('19 to '21)	4%
Percent Adding Life Carrier	37%
Percent Dropping Life Carrier	12%
Number of Contracted Life Carriers	4
Largest Percent Placed with 1 Life Carrier	81%

Annuity Contracts

Contracts Sold — 2019	11
Contracts Sold — 2021	14
Growth ('19 to '21)	22%
Percent Adding Annuity Provider	23%
Percent Dropping Annuity Provider	7%
Number of Contracted Annuity Providers	2
Largest Percent Placed with 1 Annuity Provider	69%



About the Study

To explore the needs and perspectives of experienced financial professionals, EY and LIMRA collaborated to update the 2018 “Harnessing Growth: The Experienced Financial Advisor Study.” This year’s study, “Reimagining Growth: The LIMRA-EY Experienced Financial Professional Study,” surveyed over 900 experienced financial professionals from six common insurance, investment, and advisory practice models. Respondents had a minimum of three years of sales experience in the industry and met minimum income thresholds for their practice models.

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