



**Please Complete, Sign and Fax to 1-866-275-1213 or
Email to Taylor@CareerInsuranceAgents.com**

This non-disclosure agreement (Agreement) is between Career Insurance Agents, (CIA) and A . J. Paniagua (Prospect). Whereas CIA and Prospect wish to exchange certain information pertaining to the operations and contractual obligations of CIA and its independent contractors, these two parties hereby agree to the following conditions:

1. CIA will provide Prospect with an original copy "Draft" of its standard Agency/Agent contract (contract). In addition, CIA will provide Prospect with additional information, both orally and in writing, as to the operations and benefits of becoming an Independent Contractor with CIA.
2. Prospect agrees not to share this information with any third parties not explicitly approved by CIA and to use reasonable and practical care to protect and maintain possession of the contract and any other materials provided to Prospect by CIA. This applies not only to all original documents, but to all copies that may have been made by or supplied to Prospect.
3. Upon request of CIA, Prospect will return all documents, materials, and notes both originals and copies to CIA within 15 days of the request.
4. In the event of a breach or threatened breach of this Agreement, CIA shall be entitled to preliminary and final injunctions, in addition to any other rights and remedies available to it at law or in equity.
5. The validity and performance of this contract are governed by the laws of the State of Colorado.
6. This Agreement is binding upon the directors, officers, employees and agents of each party and will continue indefinitely, with the obligations of confidentiality surviving the termination of this Agreement.

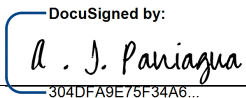
Career Insurance Agents:

Prospect:

Print Name _____

Print Name A . J. Paniagua _____

Signature _____

Signature  _____
304DFA9E75F34A6...

Title _____

Title Broker _____

Date _____

Date 6/30/2020 _____

Career Insurance Agents Prospective Agent Questionnaire

***All Information is held in strictest confidence.**

Please complete the information below and either Fax to: 1-866-275-1213 or Email to Taylor@CareerInsuranceAgents.com

How did you hear about CIA:

1. **Contact Information:** **Date:** 6/30/2020
 Name: A . J. Paniagua
 Address: 3111 Hyde Park Place
 City: Napa State: CA Zip Code: 94558
 Office PH: 707-363-9703 Cell PH: 707-363-9703 Fax: NA
 Preferred Email: apaniagua1@gmail.com

2. **Planned Business Location:** (retail, office space, suite, home based) Home based

3. **Tell us about your background:** (Insurance, Financial, Tax Prep., what you did before...)
 I've been in insurance for a little over a year. Before I was in commercial real estate.

4. **Describe Your Present Situation:** (Captive or Independent Agency...Motivation for exploring options?)
 I work for an independent agency.

5. **What are Your Most Important Needs:**
 Carrier access and ability to have an uncapped earning potential.

6. **Please describe your typical Customer Profile:** (Preferred PL, Non-Standard PL, or Commercial – what segments...?) Preferred PL and Commercial, work Comp

7. **What is Your Timeline in Making a Decision:** 1-3 months

8. **Present Agency Information:**

Written Premium Volume: \$250,000
 PL% vs. CL% Split: 20% PL vs. 80% CL
 Lead Carrier(s): Great American, Hartford, Liberty Mutual, Nationwide, Arrowhead, Travelers

9. **Plans going forward:**
 Estimated Premium Year 1, 2, 3: \$1M per year
 Estimated Commission Income Year 1, 2, 3: \$125,000 per year
 Primary Sales Initiatives:
Cold calls, cold email, referral partners, Facebook and all the tools available in CAC.

10. **Additional Information:** e.g., non-completes, previous criminal convictions, carrier terminations, bankruptcy, etc...
None.