

## CIA Prospective Agent Non-Disclosure

This non-disclosure agreement is between Career Insurance Agents (CIA) and Prospective Agent of this agreement. Whereas CIA and Prospective Agent 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 Prospective Agent with an original copy "Draft" of its standard Agency/Agent contract. In addition, CIA will provide Prospective Agent with additional information, both orally and in writing, as to the operations and benefits of becoming an Independent Contractor with CIA.
  2. Prospective Agent 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, Prospective Agent 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.
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Contact Information

**Name \*** Dramaine Smith

**Phone Number \*** (678) 663-0189

**Email \*** [dramaine2009@gmail.com](mailto:dramaine2009@gmail.com)

**Address \***   
4122 E Ponce De Leon Ave Ste 8  
Clarkston, Ga 30021  
United States

**Planned Business** Retail

**Location (retail, office space, suite, home based) \***

**Tell us about your background (Insurance, Financial, Tax Prep., what you did before) \*** Insurance and Tax Background

**Describe Your Present Situation and What has you exploring new opportunity? (Captive or Independent Agency) Motivation for exploring options?) \***

8 years in Captive Industry. Started with Acceptance Insurance. Worked with Allstate and State Farm. State Farm is where I truly shined. Managing Calvin Moody State Farm in Clarkston Ga, where we sold 220-250 policies a month, taught me the values a great Agent should have. I've opened my own Agency in Clarkston now. Modeling it after that highly successful office i managed. My Agent died in March and we finally reached his chairman's circle goal. He just wasn't around to see it. I know this market inside and out and actually am in contact with a lot of the customers from the old State Farm office. I plan to grow my agency from that book of business and utilizing targeted social media posts.

**Please describe your typical Customer Profile**      Personal Lines

**What are your most important needs? \***      Diversity in products

**What is Your Timeline in Making a Decision:**      1 week  
\*

**Present Agency Information:**

**Current Written Premium? (Captive/Independent)**      10000  
\*

**PL%- VS - CL% ratio: \***      100% pc

**Lead Carrier(s): \***      Progressive

**Plans going forward:**

**Estimated Premium Year 1, 2, 3: \***      150000, 300000, 600000

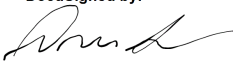
**Estimated Commission Income Year 1, 2, 3: \***      70k, 150k, 300k

**Primary Sales Initiatives: \***      100

**Additional Information: non-completes, previous criminal convictions,**      N/A

carrier terminations,  
bankruptcy, etcâ€¦ \*

**Date Signed: \*** Tuesday, September 29, 2020

DocuSigned by:  
  
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