

## 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

<b>Name *</b>	LORINA BISHOP
<b>Phone Number *</b>	(801) 231-9141
<b>Email *</b>	<a href="mailto:lorinabishop@gmail.com">lorinabishop@gmail.com</a>
<b>Address *</b>	 5727 KETCH LANE STANSBURY PARK, UT 84074 United States
<b>Planned Business Location (retail, office space, suite, home based) *</b>	Office Space
<b>Tell us about your background (Insurance, Financial, Tax Prep., what you did before) *</b>	Commercial Producer for 20+ years, aviation & P&C
<b>Describe Your Present Situation and What has you exploring new opportunity? (Captive or Independent Agency) Motivation for exploring options?) *</b>	Independent agent with 100% equity in my book. Have exclusive service contract with local agency to provide all service related support as well as carrier appointments.
<b>Please describe your typical Customer Profile</b>	Commercial Lines
<b>What are your most important needs? *</b>	Access to current markets I am using, an others as well as keeping my support staff
<b>What is Your Timeline in Making a Decision: *</b>	No set timeline.
Present Agency Information:	
<b>Current Written Premium? (Captive/Independent) *</b>	\$2.7 million - 100% Independent

**PL%– VS – CL% ratio: \*** 40% PL vs 60% Commercial

**Lead Carrier(s): \*** Cincinnati, Auto Owners, Liberty Mutual, Travelers

Plans going forward:

**Estimated Premium Year 1, 2, 3: \*** Goal is 10% growth, but a bit short in 2020

**Estimated Commission Income Year 1, 2, 3: \*** 1: \$170k; 2:\$190k; 3: \$210k

**Primary Sales Initiatives: \*** Networking, Print and Social Media Marketing, Cross Sell Initiatives

**Additional Information: non-completes, previous criminal convictions, carrier terminations, bankruptcy, etcâ€¦ \*** have exclusive contract with 30-day termination clause.

**Date Signed: \*** Tuesday, November 3, 2020

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