

## 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 \*** Donnie Woods

**Phone Number \*** (712) 309-8782

**Email \*** [donniewoods999@gmail.com](mailto:donniewoods999@gmail.com)

**Address \***   
1514 Berwick Cir  
Council Bluffs, IA 51503  
United States

**Planned Business** We will operate out of a suite.

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

**Tell us about your background (Insurance, Financial, Tax Prep., what you did before€) \*** College football coach, State Farm producer, and Independent Insurance Agent with The Heartland Retirement Group.

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

I currently work as a producer for The Heartland Retirement Group Home & Auto Division. I have been there just over a year. I currently do the marketing, selling, servicing, and training of staff for our company.

I also am the director of Football Operations for The Spring League which is currently in the process of selling to fox sports and we are re-launching as the USFL. You are probably wondering why I mentioned this? To be completely blunt, I make good money doing this. I have always wanted to have my own agency and now have the means to do so.

With my current position at HRG, I have little support and the owner forgets to pay me sometimes, okayâ€¦ all the time. He is a great guy and super smart but he is tied up on the life and health side and has grown a massive company that leaves him little time to support the P&C side.

Between having the means to start my own agency, and not getting the support I was told I would receive I am currently looking for the right group to partner with.

I have heard nothing but great things about you guys on the Soup and wanted to reach out to you first.

Thank you for your time!

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

**What are your most important needs? \*** Support.

**What is Your Timeline in Making a Decision: \*** I would like to be fully operational by January 1. My decision would need to be made within the next 30

Present Agency Information:

**Current Written Premium? (Captive/Independent) \*** 700K Independent

**PL%– VS – CL% ratio: \*** 70 PL / 30 CM

**Lead Carrier(s): \*** Progressive, Travelers, State Auto

Plans going forward:

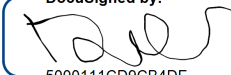
**Estimated Premium** 750K , 1,000,000 , 1,500,000  
**Year 1, 2, 3: \***

**Estimated** 75K, 100K, 150K  
**Commission Income**  
**Year 1, 2, 3: \***

**Primary Sales** Referrals, automation, community events  
**Initiatives: \***

**Additional** Two year non-compete with Atlas insurance brokers. I am not concerned  
**Information: non-** about this.  
**completes, previous**  
**criminal convictions,**  
**carrier terminations,**  
**bankruptcy, etcâ€¦ \***

**Date Signed: \*** Friday, October 1, 2021

DocuSigned by:  
  
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