





State Registered Securities Broker Dealer – Life Insurance Agency LLC Partnership

### NATURAL GAS INVESTMENT BANKERS - SECURITIES BROKER DEALERS











State Registered Securities Broker Dealer – Life Insurance Agency LLC Partners

#### CITY DISTRICT MARKET AREA OFFICE - EMPLOYEE PAYROLL INVESTMENT

**Eight (8) Member Life & Health Insurance Agent Sales Team** 









#### **EMPLOYEE PAYROLL INVESTMENT**

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Financial Planner
Retirement Planner
Life & Health Insurance Agent
Corporate Secretary — Director of Operations
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**Dallas – National Insurance & Securities Operations Office:** 214.PLANNER (752.6637)







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### NATURAL GAS INVESTMENT BANKERS - SECURITIES BROKER DEALERS











**Contract # 1 State Retail Registered Securities Broker Dealer Partners** 

**Contract # 2 State Life Insurance Agency LLC Managing Partners** 

### CITY DISTRICT MARKET AREA OFFICE - EMPLOYEES

**Eight (8) Member Life & Health Insurance Agent Sales Team** 

















### **EMPLOYEE PAYROLL INVESTMENT**







\$240,000 Annual Employee Payroll – 3 Year \$720,000 Employee Payroll Investment

### CITY DISTRICT MARKET AREA OFFICE - EMPLOYEES

**Eight (8) Member Life & Health Insurance Agent Sales Team** 

#### Weekly Payroll:

\$750 per Week Base Salary per Life & Health Insurance Agent @ 40 Weeks

= \$30,000 per year

\$750 Base Salary for 8 Insurance Agents City District Market Area Office

= \$6,000 Week

\$750 Base Salary per Week for 8 Insurance Agents for 40 Weeks per Fiscal Year = \$240,000 per Year







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# LONG TERM CARE INSURANCE POLICY SALES \$3,000 TARGET ANNUALIZED PREMIUM







### INDIVIDUAL INSURANCE AGENTS SALES COMMISSION INCOME SCHEDULE

\$3,000	Target Long Term Care Insurance Annualized Premium per Policy
<u>x 30</u> %	Agents Commission Rate per LTC Policy
<u>\$900</u>	Agents Sales Commission per LTC Policy
\$900	Agents Sales Commission per LTC Policy
<u>x 2</u>	Two (2) Long Term Care Insurance Policy Sales Standard per Week
<u>\$1,800</u>	Agents Earned Sales Commission Income per Week
<b>\$1,800</b>	Agents Earned Sales Commission Income per Week
<u>x 40</u>	Agency forty (40) week Annual Sales Season
\$72,000	Agents Annual Earned Long Term Care Sales Commission Income

#### **AGENTS ANNUALIZED SALES COMMISSION MONTHLY PAY SCHEDULE**

1st Month	2 <sup>nd</sup> Month	3 <sup>rd</sup> Month	4 <sup>th</sup> Month	5 <sup>th</sup> Month
<u>\$600</u>	\$1,200	\$1,800	\$2,400	<b>\$3,000</b>
6 <sup>th</sup> Month	7 <sup>th</sup> Month	8 <sup>th</sup> Month	9 <sup>th</sup> Month	10 <sup>th</sup> Month
\$3,600	\$4,200	\$4,800	\$5,400	\$6,000

\$6,000	Agents Accumulated Monthly Sales Commission Income
<u>x 12</u>	Months Per Year
\$72,000	<b>Agents Annual Earned Long Term Care Sales Commission Income</b>







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# Universal Life Insurance Policy Sales \$3,000 TARGET ANNUALIZED PREMIUM







### Individual Insurance agents sales commission income schedule

\$3	,000	Target Universal Life Insurance Annualized Premium per Policy
	<u>x 30</u> %	Agents Commission Rate per Universal Life Insurance Policy
	<u> 900</u>	Agents Sales Commission per UNLI Policy
\$	\$900	Agents Sales Commission per UNLI Policy
	x 2	Two (2) Universal Life Insurance Policy Sales Standard per Week
<u>\$1,</u>	<u>,800</u>	Agents Earned Sales Commission Income per Week
<b>\$1</b> ,	,800	Agents Earned Sales Commission Income per Week
	<u> 40</u>	Agency forty (40) week Annual Sales Season
\$72,	000	<b>Agents Annual Earned Universal Life Insurance Sales Commission Income</b>

#### AGENTS ANNUALIZED SALES COMMISSION PAID MONTHLY

1	st Month	2 <sup>nd</sup> Month	3 <sup>rd</sup> Month	4 <sup>th</sup> Month	5 <sup>th</sup> Month
	\$600	\$1,200	\$1,800	\$2,400	<b>\$3,000</b>
6 <sup>t</sup>	<sup>h</sup> Month	7 <sup>th</sup> Month	8 <sup>th</sup> Month	9 <sup>th</sup> Month	10 <sup>th</sup> Month
	<u>\$3,600</u>	\$4,200	\$4,800	\$5,400	<u>\$6,000</u>
\$6,000 Agents Accumulated Monthly Sales Commission Income				e	

x 12 Months Per Year \$72,000 Agents Annual Earned Universal Life Insurance Sales Commission Income





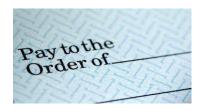


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#### INDIVIDUAL INSURANCE AGENTS ANNUAL SALES COMMISSION INCOME







### COMBINED UNIVERSAL LIFE AND LONG TERM CARE INSURANCE POLICY SALES

### **CITY DISTRICT MARKET AREA OFFICE**



**Eight (8) Member Insurance Agents and Registered Securities Representatives Office** 

#### **Individual Agents Combined Annualized Sales Commission Monthly / Annual Income**

1st Month	2 <sup>nd</sup> Month	3 <sup>rd</sup> Month	4 <sup>th</sup> Month	5 <sup>th</sup> Month
<u>\$1,200</u>	\$2,400	\$3,600	\$4,800	\$6,000
6 <sup>th</sup> Month	7 <sup>th</sup> Month	8 <sup>th</sup> Month	9 <sup>th</sup> Month	10 <sup>th</sup> Month
<u>\$7,200</u>	\$8,400	\$9,600	\$10,800	<b>\$12,000</b>
\$12,000	Agents Accumul	ated Monthly Sa	ales Commissio	on Income
x 12	Months Per Yea	r		
\$144,000	<b>Insurance Agents Annual Combined Sales Commission Income</b>			







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### SECURITIES BROKER DEALER RETURN ON EMPLOYEE PAYROLL INVESTMENT

R.O.I.







R.O.I.







City Governments State Governments

**County Governments** 

### Small Business Employee Group 401K & Government Employee 403B Marketing











### \$57,240,000 Total Annual Insurance & Securities Dollar Volume Contract

**Eighty (80) Insurance Agents & Registered Securities Representatives Statewide** 

#### AGENTS AND REGISTERED REPRESENTATIVES ANNUAL DOLLAR VOLUME PER STATE

* Insurance Agency LLC Partnership		Long Term Care Insurance Premium Sales	\$1,920,000
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\* Insurance Agency LLC Partnership Universal Life Insurance Premium Sales \$1,920,000

\* Partners – Securities Offerings Employee 401K & 403B Residential REIT Offering \$14,400,000

\* Partners – Securities Offerings Employee 401K/403B Natural Gas Service Station \$15,000,000

\* Partners – Securities Offerings Direct Market Client Assets Wealth Management \$7,000,000

\* Partners – Securities Offerings Employee 401K & 403B Natural Gas Electric Power Plant \$17,000,000

Total Combined Product Annual Dollar Sales Volume per State \$57,240,000

Each Natural Gas Investment Banker Securities Broker Dealer that is awarded a Contract to become a Partner of the Securities Division of Sweetwater Pipeline Company, will realize the \$57,240,000 Total Combined Insurance and Securities Offering Sales as outlined herein, per each eight (8) member City District Market Area Sales Team, in their chosen State Contract Market Area.







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### SECURITIES BROKER DEALER RETURN ON EMPLOYEE PAYROLL INVESTMENT

R.O.I.







R.O.I.

#### CITY DISTRICT MARKET AREA OFFICE - EMPLOYEES

**Eight (8) Member Life & Health Insurance Agent Sales Team** 

















### \$240,000 Annual Employee Payroll Investment

Weekly Payroll:

\$750 per Week Base Salary per Life & Health Insurance Agent @ 40 Weeks

= \$30,000 per year

\$750 Base Salary for 8 Insurance Agents City District Market Area Office

= \$6,000 Week

\$750 Base Salary per Week for 8 Insurance Agents for 40 Weeks per Fiscal Year = \$240,000 per Year







### \$53,400,000 Annual Securities Dollar Volume Return On Investment

\* Partners – Securities Offerings Employee 401K & 403B Residential REIT Offering \$14,400,000

\* Partners – Securities Offerings Employee 401K/403B Natural Gas Service Station \$15,000,000

\* Partners – Securities Offerings Direct Market Client Assets Wealth Management \$7,000,000

\* Partners – Securities Offerings Employee 401K & 403B Natural Gas Electric Power Plant \$17,000,000 \$53,400,000