

## F.A.S.T. AGENT LETTER OF UNDERSTANDING

I \_\_\_\_\_, a Farmers Agent, understand and agree to the following provisions of the Farmers Agency Service Team (F.A.S.T) program.

- Participation is voluntary. I may choose to participate or not participate in the F.A.S.T program. I also understand that there are different service levels in F.A.S.T described below that I may choose from
- If I choose to participate, I understand that F.A.S.T will send letters to policyholders assigned to my agency promoting the sale of life insurance. These letters may be over my signature. Mailings may be repeated after 6 months, or different letters for a different offer may be mailed as determined by F.A.S.T. F.A.S.T will notify me and show me the letter(s) to be mailed 30 days before mailing.
- I understand that F.A.S.T will receive Reply Cards and Telephone responses to these letters and F.A.S.T may place outbound calls to responders and non-responders. F.A.S.T will present Farmers New World Life Insurance Company products and, if appropriate, complete an application for life insurance, schedule a paramedical examination and follow up with the applicant during the underwriting process.
- I will promptly make every reasonable attempt to deliver and attempt to obtain any Additional Delivery Requirements on approved policies written by F.A.S.T. Any sales I make in the household beyond the policy written by F.A.S.T will be fully credited to me.
- I understand if I choose the Direct Mail Only or Direct Mail and Call programs described in the F.A.S.T Agent Information brochure, that I will be responsible for the cost of out going mailing, reply card costs and the cost of outbound calls, if any.
- I understand that if I choose the Full Service, Full Service Plus or Warm Lead program as described in the F.A.S.T Agent Information brochure that first year commissions on policies written by F.A.S.T are to be split at the rate of 25% to me and 75% to F.A.S.T. Renewal commissions are not split with F.A.S.T. Actual commission rates are those in force under my existing Agent Appointment Agreement.
- Commissions, sales count and I & P Count for Life Performance Bonus calculations are in proportion to the commission received by me.
- Sales count and I & P count for Achievement Club are credited in full to me. MDRT credit will be in full to me.
- I may cancel participation in F.A.S.T with 30 days notice by writing to the Marketing Department at Farmers New World Life at Mercer Island, Washington: Attention F.A.S.T Administration. However, any mailings in progress will be completed and sales made by F.A.S.T from this or any mailing will be completed under the provisions found in this Letter of Understanding, for a period of one year from the date cancellation from the F.A.S.T program became effective.

Signed \_\_\_\_\_ Date \_\_\_\_\_