

EXPERIOR ECOSYSTEM



Corporate Ownership & Equity Opportunities



Own Your Book of Business from Day 1 (no waiting period to release)



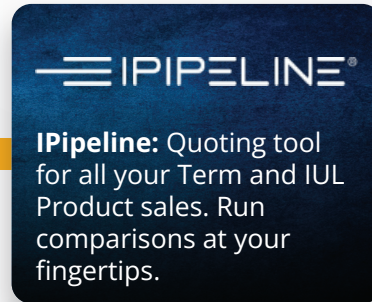
Licensing: Gain access to exclusive discounts and live weekly training sessions to support your licensing journey.



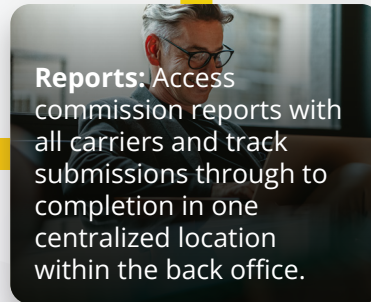
Compliance Support



Workvivo: An internal communication platform like Facebook, offering answers to common questions and groups for learning about products, recruiting, sales, and more.



iPipeline: Quoting tool for all your Term and IUL Product sales. Run comparisons at your fingertips.



Reports: Access commission reports with all carriers and track submissions through to completion in one centralized location within the back office.



Promotions based on Personal and/or Team Production



Custom Marketing Assistance



EFA Full & EFA Lite (Expert Financial Analysis software)



Over 100 Amazing Head Office teammates to help Agents



Mentoring & Leadership Guidance



Exterior CRM with Built-in Email Campaign Builder



G-Suite Email Account, Exterior Branded Email Domain



Regional Events & Conventions



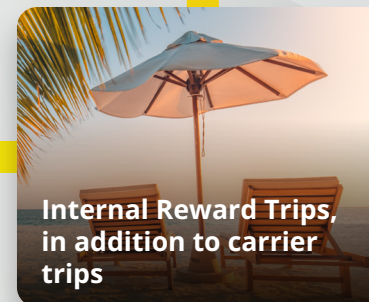
Insurance Tool Kits: Quoting tool for comparisons on all final expense products at your fingertips



Exterior Academy is our proprietary learning management system designed to support agent success from day one. It guides new agents through onboarding, compliance, sales techniques, product knowledge, marketing strategies, and more. Integrated within Exterior Academy are two industry-leading platforms: **Kaplan**, offering robust certification and educational resources, and **Hoopis Performance Network**, specializing in digital training tailored to the financial services industry. Together, these tools provide Exterior agents with a comprehensive and dynamic learning experience.



Incredible Back Office Technology



Internal Reward Trips, in addition to carrier trips



Weekly training sessions including Product on Thursdays, Product on Tuesdays in Spanish, CEO Tap, and Leader on TAP, Executive Director Locker Room Etc.



Optional Add-on for an Additional Fee: Exterior Branded Agent Website