



**CARLY HITEMAN**  
Allstate Agency Owner  
Naperville, IL



**DAVID GONZALEZ**  
Allstate Agency Owner  
Norwalk, CT

# Invest in your future.

EARN EQUITY IN THE BUSINESS YOU BUILD AS AN ALLSTATE AGENCY OWNER.



**DAMION ANGLIN**  
Allstate Agency Owner  
San Diego, CA



**ALYSON SABATINI**  
Allstate Agency Owner  
Vestavia Hills, AL

# Be more than just an agent.

## Your Allstate Agency. Your way.

What makes this opportunity different is simple. You own an economic interest in the business. Period. From the moment you open your doors, you can do things your way.\* You're more than an insurance agent—you're an Allstate Agency Owner.

It takes a special kind of person to become an Allstate Agency Owner. Successful candidates are equal parts dedicated and driven. They aren't afraid to take risks and turn them into rewards. They are passionate about helping people and building a future for themselves. Opening an agency takes courage, commitment and compassion.

To hear from real agents or to get started now, visit [allstateagent.com](https://allstateagent.com).



“To be your own boss, it feels great.  
You know that everything you’re doing,  
you’re doing for yourself.”

**FONTELLA VAN CAMP**  
Allstate Agency Owner  
Glendale, AZ



“Having the ‘Good Hands’ behind your name adds instant credibility to you and your agency, and just creates an opportunity for success.”

**OMAR ZAKI**  
Allstate Agency Owner  
Riverside, CA

# Put your future in good hands.

You want the highest earning potential you can get, but you also want the backing of a brand that you can believe in. That's Allstate.

## Maximize your earning potential

One thing we do to give you room to grow is remove the ceiling. With no caps on what you can earn, the sky's the limit for your bottom line.

## No franchise or royalty fees

Unlike other small business opportunities, Allstate doesn't require franchise or royalty fees to open an agency. All that we ask is that you have a minimum amount of liquid capital\*\* to get your business up and running. Note, Allstate does not take possession of your capital.

## Great compensation

We give you a highly competitive commission structure, plus the recognition and production incentives to back it up.

## Build a legacy

As an Agency Owner, you own an economic interest in the business. This gives you the freedom to sell to a qualified buyer or back to Allstate. You also have the opportunity to pass it on to your children or another family member.\*

## One of the most recognized brands in America

Two-thirds of people recognize the Allstate Good Hands® tagline. That's a pretty big brand that has your back. For over 85 years, Allstate Agency Owners have had this respected brand behind them every step of the way.

## The right choice

The advantages of choosing insurance can really add up:

**In demand.** While some businesses are at the mercy of market fluctuations, insurance is something most people need.

**Revenue you can rely on.** You receive a commission both when a policy is written and when it's renewed.

**No wasted income.** Without an inventory, you don't need to worry about losing money to storage, spoilage or waste.

\*Subject to the terms of the Allstate Agency Agreement.

\*\*Your local Allstate sales leader can help you determine the specific capital requirement necessary for any business opportunities available in your local market.

# Drive your own success.

If you're looking to build a future and not just thinking short term, few small business opportunities offer the profit potential of being an Allstate Agency Owner.

## Many ways to earn

Allstate's portfolio won't box you in. It gives you the opportunity to sell a wide range of products, from auto to home and business to life. Plus, when you partner with an Allstate personal financial representative, you can write policies for life, retirement and education savings to receive even more commissions and bonuses. The more you sell, the more you earn.

## A-list advantages

- Base commission
- Constant stream of revenue from renewal commissions
- Start-up and annual bonuses
- Opportunity to own more than one location

## Hard work pays off

As an Agency Owner, your hard work could qualify you for a variety of rewards and perks.

- Attend once-in-a-lifetime trips and events around the world
- Network with fellow Agency Owners at business forums across the country

**10% of Agency Owners gross over half a million in revenue annually.\***

\*Based on a majority of Allstate Agents' gross income earned during 2018 for agents with greater than 12 months of affiliation who were active during the entire year. Compensation information includes actual fixed plus variable commissions (including Allstate Financial) and total bonus earnings. Excludes brokered businesses such as Ivantage. Also excludes Allstate New Jersey Exclusive Agents, Allstate Independent Agents and Dealership Agents. Individual results will vary. Past results are no guarantee of future performance.



“Your ideas come to life, and you get to grow your agency the way you want it to grow.”

**ALYSON SABATINI**  
Allstate Agency Owner  
Vestavia Hills, AL



“The harder you work, the more you can make. Hard work will always be rewarded.”

**DAVID GONZALEZ**  
Allstate Agency Owner  
Norwalk, CT

“From the day I opened my doors,  
I had the support of a national brand in  
my corner. I am very grateful for that.”

**DAMION ANGLIN**  
Allstate Agency Owner  
San Diego, CA





# A brand that has your back.

When you become an Allstate Agency Owner, you're not on your own. From day one, we will help you build the knowledge, skills and tools you need to succeed.

## Ongoing education and support

We make sure you and your staff have access to extensive, hands-on education and support about our products, sales techniques, productivity tips and marketing tools.

## Field Sales Leader

You'll receive one-on-one support every step of the way from a local, dedicated consultant who can help you build a successful, profitable agency.

## Dedicated team

You'll have 24/7 support from one of the country's largest teams of claims professionals, as well as after-hours assistance for customers.

## Marketing/advertising


As an Agency Owner, you can count on the support of Allstate's multimillion-dollar national advertising campaigns, plus customizable local marketing and advertising materials—including brochures, mailers and emails—along with your own personalized web page.

## Branding your agency

We offer a variety of ways to help brand your office—from signage to furnishings to interior design experience—to enhance the customer experience and present your agency in a professional manner.



**CARLY HITEMAN**  
Allstate Agency Owner  
Naperville, IL



**ANDREW MCCABE**  
Allstate Agency Owner  
Milwaukee, WI

# Be a leader in your community.

**Allstate Agency Owners believe that being there for customers and communities is every bit as important as their bottom line.**

Our most successful Agency Owners build thriving businesses by working hard to develop trusting, personal, long-term relationships. Allstate Agency Owners provide personalized service with trusted advice on Allstate products and services for our customers. After all, customers count on them to help protect what's most important in their lives.

## **Make a positive impact**

You have a unique opportunity to do more than sell insurance. You can be a hero in your community. Whether it's championing causes you care about, sponsoring a local sports team or simply giving back in your community, Allstate can help support you along the way. As an Allstate Agency Owner, you can help make a positive impact on the local economy, from the staff you hire to the connections you make with other businesses in the community.

# A better future starts now.

The reason for choosing to become an Agency Owner is different for everyone, but the path to opening your first Allstate agency is the same. It takes about three to nine months from initial interest to opening your agency's doors. Below is a brief timeline of the journey that awaits you.

## Approval

- Submit business plan and financial information
- Complete final interviews with Field Sales Leadership
- Work with Allstate to choose a location and opening date

## Preparation

- Acquire necessary licenses
- Complete regional education and training
- Attend Allstate University

## Opening

- Secure financing
- Set up office and hire staff
- Prepare marketing and grand opening materials

**Get started now!**





**LINCOLN SALMON**  
Allstate Agency Owner  
Oviedo, FL



**BRENDA SOTO BRYAN**  
Allstate Agency Owner  
Long Beach, CA

**To hear more from real agents  
or to get started now,  
visit [allstateagent.com](http://allstateagent.com).**



This brochure highlights the R3001 Agency opportunity. Agency Owners are independent contractors and are not employees of Allstate. Multiple factors contribute to the success of an Allstate agency. As such, individual results will vary. All information, including bonus, revenue, compensation and education information, is subject to change. Subject to all terms and conditions as outlined in the Allstate R3001 Exclusive Agency Agreement and Exclusive Agency program materials. Allstate Agents are not franchisees; rather, they are exclusive agent independent contractors and are not employed by Allstate. This overview contains confidential and proprietary information, which is the exclusive property of Allstate Insurance Company and its affiliates and subsidiaries, including Allstate Life Insurance Company (the "Company"), and may not be discussed with third parties, other than outside advisors or as required by law, without having obtained written permission from Allstate Insurance Company. Securities offered through Allstate Financial Services, LLC (LSA Securities in LA and PA). Registered Broker-Dealer. Member FINRA, SIPC. Main Office: 2920 South 84th Street, Lincoln, NE 68506, 877-525-5727. Commission and bonus amounts are subject to change. Allstate is an Equal Opportunity Company. For more information, contact Allstate toll-free at 877-605-9280 or visit [allstateagent.com](http://allstateagent.com).

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