



**MAIN STREET**  
— FINANCIAL SERVICES —



TRAINED • SUPPORTED • COMPENSATED  
BUILT TO PRODUCE • BUILT TO LAST

NEW AGENT ONBOARDING • THE PIERRE JONES MODEL

# A New Standard for *Agent Success*

A complete system that develops you, fuels your pipeline,  
rewards production, and builds lasting financial freedom.

MAIN STREET FINANCIAL SERVICES • BANKABLE EQUITY



Prepared for  
**Our Newest Agent**

WELCOME

# You didn't just join an agency. You joined a movement.

This packet is your map. It shows exactly how you get trained, how you get paid, how your leads get fueled, and how you climb from your first sale to building an agency of your own. Read it once, keep it close, and use it as your scorecard.

Everything here is built on one belief: when you are trained, supported, and rewarded for production, you don't just earn a paycheck — you build a business, a legacy, and generational wealth. We invest in you so you can build a life of freedom.

Welcome to a new standard. Let's get to work.

— *Pierre Jones*

MANAGING PARTNER, MAIN STREET FINANCIAL SERVICES





THE SYSTEM

# How the program works

Five steps, in order. Hit Step 1 in your first 30 days and the entire engine turns on for you.

01

## Qualify

In your first 30 days, produce **\$6,000 Annual Premium (AP)**. Hitting this goal qualifies you for the Stipend Program and unlocks everything below.



02

## Earn Commission

Earn **30% commission** on all premium written in your first 30 days — and **30%** going forward on all new business.



03

## Earn Your Stipend

Once qualified, you enter the Stipend Program: **\$2,000 per month**, paid on the 15th and end of the following month, for 12 months.



04

## Earn Bonuses

Stack monthly production bonuses based on total Annual Premium — see the breakdown below. Bonuses are paid on the 15th of the following month.



05

## Get Paid

Commissions are paid by the insurance company. Bonuses, overrides, and stipends are paid and tracked by Bankable Equity. Clean, transparent, on schedule.



COMPENSATION BREAKDOWN

# What you earn as an agent



Your pay is tied to your production.  
The more you produce, the more the  
system pays you back.



COMMISSION

**30%**

On all new business,  
from day one.



MONTHLY STIPEND

**\$2,000**

Once qualified —  
for 12 months.



STIPEND DURATION

**12 mo**

Then straight commission —  
keep 100%.



MONTHLY PRODUCTION BONUS LADDER

BONUS

MONTHLY PRODUCTION (ANNUAL PREMIUM)

\$8,000 AP

\$250

\$10,000 AP

\$500

\$15,000+ AP

\$750



Lead cost scales with you, too: under \$10K AP you invest \$250/wk; at \$10K+ AP we cover half (\$125/wk); at \$15K+ AP we cover 100% (\$0 out of pocket).

**More production = lower-cost leads.**



# The Lead Program — choose your *level of investment*

Every week you can invest in leads to fuel your pipeline.  
More production means **lower-cost** — or **no-cost** — leads.



**\$250**

PER WEEK, FULL PROGRAM

- ✓ 50 warm leads, every week
- ✓ 5 appointments set for you by our Call Center



UNDER \$10,000 AP

Full cost paid by agent  
while you ramp.

— **\$250** per week



\$10,000+ AP

We share 50% of  
your lead cost.

— **\$125** per week  
you pay **\$125**



**\$15,000+ AP**

We pay 100% of  
your lead cost.

— **\$0** out of pocket  
we pay **\$250**

**BEST**



BUILT TO LAST

# What we provide. What you own.

01



## AI-Powered Training

- ✓ Products & illustrations
- ✓ Applications & underwriting
- ✓ Sales techniques
- ✓ Business building — learn anytime, anywhere

02



## Build Your Brand

- ✓ Professional videos
- ✓ Custom landing page & personal website
- ✓ Social media exposure
- ✓ After 6 months — get seen, get trusted

03



## Build Your Agency

- ✓ Proven recruiting systems
- ✓ Training & onboarding for your team
- ✓ Leadership development
- ✓ Agency building support

04

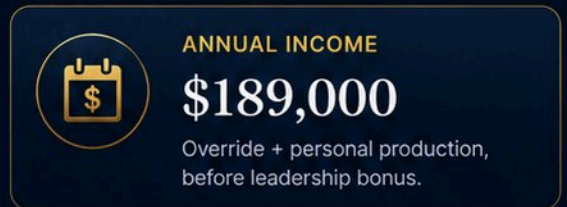
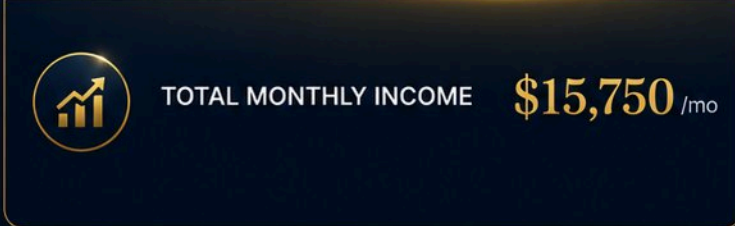
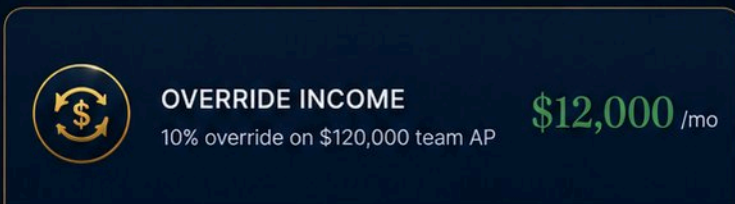


## Own Your Business

- ✓ You are the Agent of Record
- ✓ You own the policies & renewals
- ✓ You can sell your practice
- ✓ Leave a legacy for your family

# What you earn as a Director

Build a team and the model scales with you. At 20 active agents, your override doubles from **5%** to **10%**. Here is the full math.



YOUR FIRST 30 DAYS

# The road to qualified

One goal: **\$6,000 AP in 30 days**. Here's the path.



01



DAY 1-2

## Get set up.

Complete your application, clear license & E&O verification, and receive your producer access and personal Agent Education Link.

02



DAY 3-7

## Train & activate.

Complete AI-powered training on products and illustrations. Activate your Lead Program and start receiving warm leads + set appointments.

03



DAY 8-21

## Produce.

Run your appointments, send your Education Link, write business. Use your AI coach for live deal support.

04



DAY 22-30

## Qualify.

Cross \$6,000 AP. You're now in the Stipend Program — \$2,000/month begins, and the bonus ladder is live.



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YOUR NEXT STEP

# Complete your *agent application*



Two minutes to start. Once submitted, our team reviews your license and E&O, and you'll receive your welcome letter with your personal Agent Education Link.



[Start My Application →](#)

OR



or open the agent application form provided with this packet



**MAIN STREET**  
— FINANCIAL SERVICES —



This isn't just another agency. We don't just license agents — we build leaders.  
We don't just pay commissions — we build careers.  
**Welcome to a new standard.**



#### IMPORTANT NOTE

All compensation figures, bonuses, overrides, and income examples shown in this packet are based on projections and are *not guarantees*. Actual results vary based on individual effort, production, market conditions, licensing, carrier approval, and other factors. Stipend, bonus, override, and lead-program participation are subject to qualification and program terms. This packet is for prospective and newly onboarded agents and is not an offer of employment, a contract, or insurance advice.

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AERO™ — U.S. Patent Pending