

Aflac Builders Club

Rewards that build with recruiting results

The Aflac Builders Club is the newest Honor Club to hit the scene. Running Weeks 1–52, it replaces the Career Builders Club and incorporates the 5 percent bonus for nominations previously awarded through the Associate Bonus Club program.



Key Aflac Builders Club program enhancements include:

- **Recognition and rewards for recruiting results at every sales level (associate, SPC, CIT, DSC, RSC, MKT and MKD).**
- **Ability for associates, SPCs, CITs and DSCs to receive the nominations bonus. Aflac Builders Club nominations can be made for individuals inside and outside of the nominator’s market as long as the nominations are outside of their hierarchy.**

How the nominations bonus works

Through the new Aflac Builders Club, associates and DSCs will continue to receive a monthly bonus payment equal to 5 percent of the business* their nominees write in their first 52 weeks. What’s different this year? SPCs and CITs are now eligible to submit Aflac Builders Club nominations and receive the bonus. And that’s not all: Nominations can now be made for individuals within the nominator’s market as long as those nominations are outside of the nominator’s hierarchy.

What associates, SPCs, CITs and DSCs need to do:

- 1 Identify a candidate.
2. Share their RSC’s LINK keyword or email the candidate’s information to their coordinator.
3. Submit Aflac Builders Club nomination forms available in the Honor Clubs section on Field Force Services.

5%

For every Aflac Builders Club nomination that results in a contract, the nominating associate, SPC, CIT or DSC will earn a monthly bonus equal to 5 percent of the business* their nominee writes in their first 52 weeks. The more nominations they submit, the higher their bonus potential climbs.

*Business must be written using an approved recruiter bonus commission structure and will be paid on eligible products.

See what it takes and what’s at stake

	Member	Bronze	Silver	Gold
ASSOCIATE, SPC, CIT	Two Aflac Builder contracts ¹ AND \$22,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> • Aflac Builders Club key chain • Leather notebook • Silicone phone pocket 	Four Aflac Builder contracts ¹ AND \$44,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> • Stemless wine glasses • YETI Rambler • Aflac Builders Club duck 	Six Aflac Builder contracts ¹ AND \$66,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> • Hartmann carry on expandable wheeled upright bag 	Eight Aflac Builder contracts ¹ AND \$88,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> • Apple smart watch The top-15 gold status members will be awarded business cards and a special trip to headquarters. <i>See abbreviated rules below.</i>

¹ Contracts must be dated between Weeks 1-52, 2017.

² Aflac Group policies are not included in the no-pay rate.

	Member	Bronze	Silver	Gold
DSC	100 percent Fast Start goal ¹ AND \$66,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Aflac Builders Club key chain Leather notebook Silicone phone pocket 	100 percent Fast Start goal ¹ AND \$132,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Stemless wine glasses YETI Rambler Aflac Builders Club duck 	100 percent Fast Start goal ¹ AND \$198,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Hartmann carry on expandable wheeled upright bag 	100 percent Fast Start goal ¹ AND \$264,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Apple smart watch The top-10 gold status members will be awarded business cards and a special trip to headquarters. <i>See abbreviated rules below.</i>

¹Fast Start FAME goal for the year.

²Aflac Group polices are not included in the no-pay rate.

	Member	Bronze	Silver	Gold
RSC	100 percent Producing Recruit goal ¹ AND \$165,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Aflac Builders Club key chain Leather notebook Silicone phone pocket 	100 percent Producing Recruit goal ¹ AND \$330,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Stemless wine glasses YETI Rambler Aflac Builders Club duck 	100 percent Producing Recruit goal ¹ AND \$495,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Hartmann carry on expandable wheeled upright bag 	100 percent Producing Recruit goal ¹ AND \$660,000 in ABC AP AND Less than or equal to 13 percent no-pay ² <ul style="list-style-type: none"> Apple smart watch The top-eight gold status members will be awarded business cards and a special trip to headquarters. <i>See abbreviated rules below.</i>

¹Producing Recruit FAME goal for the year. Producing Recruit is defined as a new recruit (associate or single producing broker) to achieve \$2,500 in their first eight weeks.

²Aflac Group polices are not included in the no-pay rate.

	Member	Bronze	Silver	Gold
MKD AND MKT	100 percent Producing Recruit goal ¹ AND \$371,250 in ABC AP <ul style="list-style-type: none"> Aflac Builders Club key chain Leather notebook Silicone phone pocket 	100 percent Producing Recruit goal ¹ AND \$742,500 in ABC AP <ul style="list-style-type: none"> Stemless wine glasses YETI Rambler Aflac Builders Club duck 	100 percent Producing Recruit goal ¹ AND \$1,113,750 in ABC AP <ul style="list-style-type: none"> Hartmann carry on expandable wheeled upright bag 	100 percent Producing Recruit goal ¹ AND \$1,485,000 in ABC AP <ul style="list-style-type: none"> Apple smart watch MKDs: The top-four gold status members will be awarded business cards and a special trip to headquarters. <i>See abbreviated rules below.</i> MKTs: The top-four (possibly eight if the market has two trainers) gold status members will be awarded business cards and special trip to headquarters. <i>See abbreviated rules below.</i>

¹Producing Recruit FAME goal for the year. Producing Recruit is defined as a new recruit (associate or single producing broker) to achieve \$2,500 in their first eight weeks.

²Aflac Group polices are not included in the no-pay rate.

Want to learn more about the Aflac Builders Club?

Visit Field Force Services or check out the 2017 Honor Clubs booklet.

NO PURCHASE NECESSARY TO ENTER OR WIN. A PURCHASE WILL NOT INCREASE YOUR CHANCES OF WINNING. Not open to the general public. Open to legal residents of the 50 U.S./D.C., Guam, and Puerto Rico who are an official Aflac active sales associate, District Sales Coordinator ("DSCs"), or Regional Sales Coordinator ("RSCs"), in good standing, and who are eighteen years of age or older. Void where prohibited. Contest consists of three separate contests (1 for associates, 1 for RSCs, and 1 for DSCs). Contest runs from week 1 to week 52 (which starts on approximately 1/1/17 and ends on approximately 12/31/17). Subject to full rules available at sell.aflac.com/ABC/associate, sell.aflac.com/ABC/dsc and sell.aflac.com/ABC/rsc. All entrants must have a less than or equal to 13% no-pay to be eligible. Sponsor: American Family Life Assurance Company of Columbus, 1932 Wynnton Road, Columbus, GA 31999.

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