



# PROTECTING YOUR COMMISSIONS FACT SHEET

**If you die or become disabled and lose your license or do not recertify each year, you lose your commissions.**


**Here is WHY-**

- As a California licensed health insurance professional, you contract with carriers as a producer, you sign the applications, you renew your license, and you get certified with AHIP and the carriers you receive commissions from every year. Failure to do any of these results in termination of your agreement and commissions stop. An LLC or S Corp does not enroll anyone in a Medicare plan, nor get certified annually, you do.
- An LLC or S Corp will not protect your commissions. LLCs and S Corps are used for asset protection of your commissions when you assign your commissions to the company but assignment is not permanent. Assignment cannot be a solution to protect your commissions in a life event. Yes you can run business expenses through your LLC as a pretax expense. If you die or become disabled and lose your license or do not recertify each year you lose your commissions. Your business partner, your child or spouse, can be your Successor but they need our process which includes an agreement, carrier specific commission transfer documents, and a client relations transfer plan. We use a time tested commission protection planning process.

**Using a time tested plan is a solution to reach 100% commission protection.**

The plan must include all the vital details, who will handle the execution of the agreement (Successor) and the specific performance work your chosen Successor is responsible to execute on your behalf at the point when you retire or pass away. All of these points need to be included in a written agreement. The agreement must include the exact payment of how your commissions are calculated and what amount is paid and to whom should you pass away during the payout period of time.

**TO SCHEDULE A FREE 15-MINUTE CALL "CLICK HERE"**

 714-664-0311

 [phil@commission.solutions](mailto:phil@commission.solutions)

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