

Factors to Consider When Selecting an Agency Alliance Group*

Feature	Big "I" Alliance Gold	Alliance under consideration
Entry fee	\$3,000 Emerging Agencies (Newer agencies with fewer than three carrier appointments) \$3,500 Established Agencies (All other agencies)	
Monthly fee	\$300 Emerging Agencies (Newer agencies with fewer than three carrier appointments) \$350 Established Agencies (All other agencies)	
Contract duration	Three years then renewed annually automatically. Cancellable with 180 days' notice, though book not transferable until beginning of next calendar year.	
Exit Fee	None after three-year contract term; otherwise, must pay remaining monthly payments for current contract term.	
Commission split	100% with appointed carriers	
Profit sharing split	Sliding scale based on volume and years in alliance.	
Policy ownership	Agency owns expirations	
Carrier code ownership	You take your agency code with you should you decide to leave; no individual BORs needed when moving book. However, codes are not released until following January 1.	
Agency Management System	You choose and maintain your own; no requirement to use and pay for master AMS	
Agency E&O insurance	Your choice with ability to participate in group program	

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