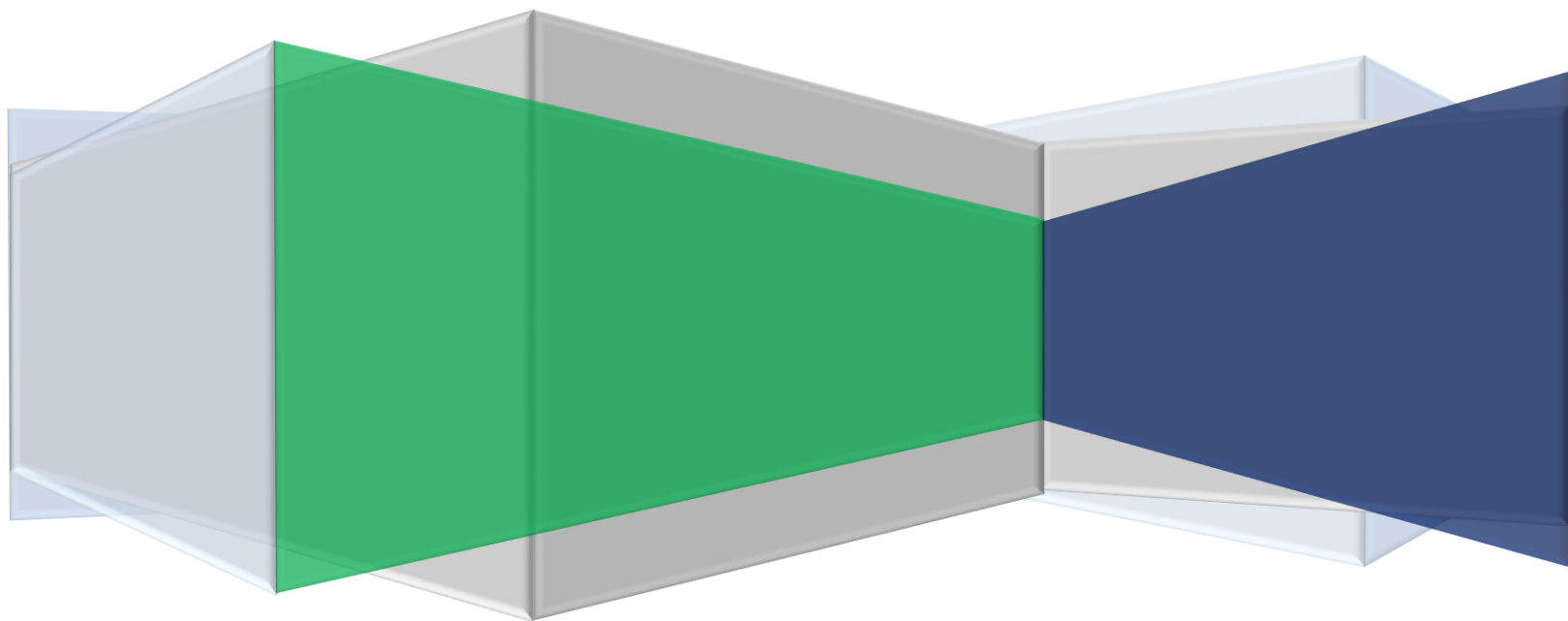




**Considering a Career in Life Insurance Sales?
We are leading the way!**



www.mcguirefinancial.ca



**For a Career in Life Insurance Sales,
We are leading the way ...**

Our Company

McGuire Financial was founded by Glen P. Zacher CFP in 2004 providing a variety of Financial Services. Our insurance division has a number of Canada's Top Producers, on our team, and is the place to be in the Life Insurance industry. Jayson C. Lowe head of our Insurance Division as well as all of our Team members are here to help coach and mentor you to achieve your career goals and dreams.

McGuire Financials Life Insurance division distributes a variety of life insurance policies to meet the needs of individuals and businesses. Some of these products include participating dividend paying whole life, term life and several other insurance products.

Our Mission

To create and lead the Canadian Market, delivering financial solutions that empower individuals and families to take back control of their money.

Our Core Values

- We represent integrity, loyalty and trust
- We listen and communicate openly and honestly
- We empower through education
- We innovate and constantly improve
- We demonstrate commitment and accountability
- We do what we say we are going to do
- We always do the right thing and check our ego's at the door

Our Purpose

To improve the financial quality of lives of individuals and families

On our Team, you can share your unique talents, innovative ideas and ways to achieve our mission – and we will meet you with the encouragement, training and support you would expect from a world class Team.

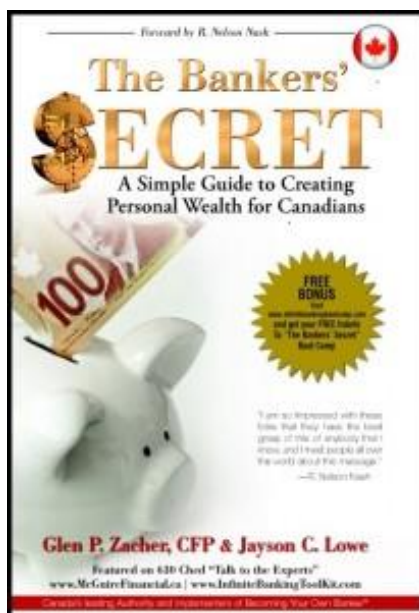
Our Businesses

- AGA Insurance Agency
- Debt Management
- Financial Planning
- Investments
- Mortgage Planning

Life Insurance

In 2008, Glen P. Zacher CFP and Jayson C. Lowe discovered the concept of Becoming Your Own Banker, which led into expanding the company's insurance division. Today, McGuire Financial continues providing consumers with the financial protection they need to survive – and thrive – during the lifetime and after – the passing of a loved one.

The Bankers' Secret



Left to Right – Glen P. Zacher, CFP, R. Nelson Nash, Jayson C. Lowe

Our Leaders Glen P. Zacher, CFP and Jayson C. Lowe are internationally recognized Infinite Banking Coaches, Trainers, Keynote Speakers, Business Owners and Co-Authors of the # 1 Best Selling Book "The Bankers' Secret". Our Team of Agents are



Canada's Leading Authority and Implementers of Becoming Your Own Banker ©, The Infinite Banking Concept financial strategy ©.

You may have heard Glen and Jayson on Alberta's # 1 Radio Talk Shows, Edmonton's 630 Ched Talk to the Experts and Calgary's AM770 Newstalk. You may have also attended one of our many educational events. Glen and Jayson are also qualified members of the prestigious Million Dollar Roundtable. The MDRT is one of the most prestigious production-based national and international organizations in the insurance industry.



Creating & controlling your own banking system allows individuals to utilize Participating Whole Life Insurance in ways that most individuals and even insurance agents could never have imagined.

The Infinite Banking Concept® is unique in that it empowers participating policy holder(s) to take full advantage of the unique living benefits and guarantees ONLY found within Participating Whole Life Insurance.

Professionals in the Life Insurance industry seek us out for our comprehensive training on the process of Becoming Your Own Banker.

Our Firm provides regular full day Boot Camps for the general public that empower People to take back financial control of their own lives. We work with Individuals, Families and Business Owners in designing and implementing the process of Becoming Your Own Banker.



We empower our Clients through Education

Enjoy More Support

At McGuire Financial, we believe in succeeding together. That's why we are dedicated to providing a proven platform for success along with meaningful coaching and mentoring. You'll enjoy the valuable benefits and comprehensive support of a Team that is respected throughout the financial services industry

We offer:

- A Turnkey Sales Process
- Competitive uncapped compensation
- Coaching with Canada's Top Life Insurance Sales Producers
- Specialized Expertise with credentialed Advisors on Becoming Your Own Banker, The Infinite Banking Concept
- Unmatched Marketing Systems that are proven to drive business
- Live events - Boot Camps and Annual Super Conference Events attended by the General Public
- Joint Work to coach and mentor new and experienced Agents
- On-Site Training Facility
- Back Office Business Processing and Technology Support
- Powerful Online presence
- Client Community
- Infusionsoft, industry leading sales, marketing automation and Client management software

Our Team Environment

At McGuire Financial, we achieve our success together. It not only ensures our ability to put Client's first, but it also makes our work matter to every member of our Team. This is truly an exciting time to be a

part of our growing culture. To succeed together in achieving our goals, we have committed to living our values and ways of working that support and challenge our Team Members to bring their greatest strengths and talents to work every day.

“Our solid reputation and years of experience in personal finance and debt management has helped many of our clients to achieve their goals.”

– Glen P. Zacher CFP

We Take Your Talent Seriously

When you join McGuire Financial, you become part of a growing, dynamic company that values and supports its talent through challenging work and a focus on development. We have ambitious goals as a company and understand that achieving them depends on the collective capabilities and diverse perspectives of our people. In fact, we see our people as our key competitive advantage, and we work hard to identify, nurture, and grow talent.

You can expect your McGuire Financial experience to include:

- Exceptional leaders who are committed to helping Team members to achieve their goals and dreams
- The opportunity to raise your game and work with other talented people on a diverse team that brings together complementary skills and perspectives
- Experiences that will stretch, challenge, and expand your skills in new areas
- Rewards that appropriately reflect your individual contribution and level of performance
- Opportunities for long-term career growth within and across business disciplines based on your unique talents and interests

Our focus on recruiting and retaining exceptional talent means that our standards are high. Our interview and assessment process can be rigorous. We not only want to know your skills but also that your values and aspirations match ours.

If you have outstanding skills, fresh ideas, a passion for new challenges, and the desire to make a difference for yourself and for others, McGuire Financial can offer extraordinary opportunities to elevate your career, your aspirations, and your future.

Career Area – Insurance Sales

As you can imagine, the opportunities available to our Life Insurance Team are unlike any others. And with significant investments in marketing and technology to enhance our Client and Agent experiences alike, insurance careers at McGuire Financial offer more ways to make an impact, personally and professionally.

McGuire Financial insurance careers offer the opportunity to work alongside and collaborate with a growing Team of world-class colleagues in a Client centric setting that provides clear growth opportunities. Encouraging mentors and support Team Members give you the added edge you need to succeed.

Marketing is our Added Edge ...



Left to Right – Jayson C. Lowe, Bruce Bowie, Glen P. Zacher CFP

Edmonton's radio veteran, Bruce Bowie, host of 630 Ched's Morning Show, is a proud endorser of McGuire Financial and The Bankers' Secret. We've demonstrated the power of radio to effectively grow our business. We have ongoing branding through daily commercial ads, and live appearances on Alberta's # 1 Radio Shows, 630 Ched Talk to the Experts, iNews880, and Calgary's AM770 Newstalk Radio. Our marketing on radio has proven to be a key building block for us to develop top of mind awareness and a competitive edge. To reach new prospects, we also incorporate online and direct mail to maximize our marketing efforts.



A career with McGuire Financial Insurance Sales enables you to leverage our industry leading marketing while working as a collaborative Team member. We have a proven strategy of marketing activities, practice building programs, lead generation techniques and other valuable resources. You can feel confident about selecting McGuire Financial as your career choice.

We are committed to putting our Clients first – our solutions will allow you to build a successful career by delivering your Clients the protection and solutions they need. If you're ready to commit 110% to an organization that is committed to your growth, we can help you meet your personal and professional goals at McGuire Financial.

Ongoing Training and Support

As an Advisor with McGuire Financial, you are supported and recognized by our Executive Leadership Team as the critical link between the company and the clients. We connect you to our holistic platform where you can deliver solutions to Clients who know, like and trust our capabilities. You're an integral part of a business that places the Client, and your ability to help them, first. With the resources of a growing Team, we can offer training and support to help you grow your business with McGuire Financial. We provide assistance in the following areas:

- Managing Client Relationships using a sophisticated process
- Specialization in Becoming Your Own Banker® The Infinite Banking Concept®
- Professional Accreditation via Training Incentive Program (CLU, CFP and Others)
- Strategic marketing
- Business Management and Infrastructure (Home Office, In House Training Facility, Back Office business processing and Support)

Advanced Marketing

McGuire Financial's advanced marketing offers high impact events such as Boot Camps and Super Conferences attended by the general public, and we also host Client Community events. All of our events are designed to drive new Client business and are delivered by experienced instructors.

Annual Super Conference Event



Bankers' Secret Super Conference



A competitive compensation payout

You own your success, built by you, backed by us. Our Top producers will teach you how to sell and our proven turnkey sales process delivers results. Your ability and effort will drive your revenue. We understand your value as a member of our Team and McGuire Financial compensates your abilities and efforts accordingly. For Independent Contract Agents, we offer an uncapped commission based income with opportunity to earn production based bonuses.

Recognition and Special Rewards

McGuire Financial believes in recognizing the outstanding efforts of our Insurance Advisors toward helping their Clients to achieve a lifetime of financial goals. The providers that we do business with hold conferences worldwide that you can qualify for with your production results. In addition, McGuire Financial provides for increases in compensation based on the production levels you achieve.

I would like to become an Agent

What does a career as an Agent need to offer you?

- Financial Growth?
- Personal Satisfaction?
- Opportunity to Advance?

You will find all that and more as a McGuire Financial Insurance Agent. We believe it's possible to get ahead and to do the right thing. This belief shows in how we do business and it shows in the People we partner with as Agents.

This career isn't for everyone, but the best Agents in our company will tell you there's nothing else like it. Successful Agents at McGuire Financial come from diverse backgrounds, all with dreams like yours, and life stories nothing like yours. That is one reason why McGuire Financial is a great place to build your career.

Because when you join forces with McGuire Financial, it's not about where you came from, it's about where you want to go.

We're looking for motivated self-starters who want to:

- Build their career with significant income potential
- Grow their business supported by our history of integrity and results
- Make a difference in their community by helping others to achieve financial peace of mind
- Experience a lifetime of learning and personal development
- Enjoy recognition and rewards for their achievements
- Define their career path as an Agent
- Receive competitive compensation
- Focus on Customer Service
- Be resilient
- Have an autonomous work style
- Drive their business with initiative, responsibility, and commitment
- Shine with excellent interpersonal and business communication skills
- Demonstrate their ability to solve problems and develop ideas

Here's what you'll do:

As a McGuire Financial Agent, you will be offering high quality life insurance and other products for insurance and retirement planning needs. You'll also:

- Prospect for potential Clients
- Gain in-depth knowledge of the company's current life insurance products

- Learn how these products are designed and marketed to consumers
- Be placed regularly on the frontline of exciting new initiatives
- Develop and implement business and marketing plans
- Discuss financial concerns and needs of individuals and families
- Present potential solutions
- Develop professional skills and knowledge
- Reach beyond the ordinary ...

I am an experienced Agent

Join Us: Whether you specialize in advanced insurance strategies or protecting individuals and families in your community, we can support your success with our long standing history of integrity and strength.

As Canada's Leading Implementers of Becoming Your Own Banker, The Infinite Banking Concept, you will be joining one of the most professional Team's in the industry. Here are the qualities that make us stand out from others:

- A proven turnkey sales process
- Unmatched marketing and support
- Ongoing Training and Support from Canada's Top Producers who are dedicated to making you as successful as you chose to be
- World Class Client Service
- Significant income potential

Career Long Training

We're serious about Training to help Agents bring their careers to Life, helping them to implement what they learn with Prospects and Clients.

New Agent Development (1-3 years)

Career Orientation – Training actually begins before a new Agent signs his / her contract. Career orientation offers and overview of the career and helps prospective Agents know what to expect from day one.

Fundamentals – provides the skills and administrative knowledge the Agents need to succeed

MDRT Qualification – Our Agents are encouraged to qualify for the prestigious Million Dollar Roundtable when contracted with McGuire Financial. The MDRT is one of the most prestigious production-based national and international organizations in the insurance industry.

Compliance – provides the information and training necessary to exceed current compliance standards and requirements

Experienced Agent Development

After their third year, Agents still have a wide variety of career development opportunities available through McGuire Financial.

Mentoring Program

In addition to formal training, we encourage experienced and newer Agents to work together in mentoring relationships, either informally or through the McGuire Financial Mentoring Program.

Professional designations

The more knowledge you have, the better you can serve your clients. We recognize this, and provide training incentives to our Agents. There are many programs and courses that can provide you with designations that are recognized and respected throughout the insurance industry.

Additionally, we'll help train you on technology applications such as Infusionsoft to help you work more efficiently.

We encourage Agents to pursue professional designations and offer training incentives for courses that will help Agents attain the following designations:

- Chartered Life Underwriter® (CLU®)
- Certified Financial Planner® (CFP®)

Our Training

We provide you with the coaching, tools, and knowledge you need to help grow a fulfilling career selling insurance and financial products. Our Training allows you to maximize your opportunities for learning through on-the-job experiences. During the Training, you'll also be able to generate commissions to help with your career transition.

We provide core skills training, primarily through role-play, mentoring and joint work. You will receive

step-by-step instruction on everything from prospecting to product knowledge in order to become a successful Agent. You'll also receive one-on-one support and guidance from your Trainer.

Our training program is strongly committed to doing what's right for our Clients, and ensuring that we manage our business in an effective, productive and compliant manner. McGuire Financial invests heavily in developing the skills you need to deliver sound recommendations that help to cement positive client relationships. This is the heart of our business, where you can truly add value through your natural ability to influence others in a sincere and caring way.

Our Talent Search

McGuire Financial's Individual Life Insurance business is always on the lookout for diverse talent—particularly among Individuals new to our industry and experienced professionals. Over the years, we've taken great strides in attracting, retaining, and developing an exceptional Team of People to serve Clients throughout the country.

We invite you to consider joining us on the journey!

"I chose McGuire Financial Group because of the core values and integrity. The focus on education and empowerment of our clients to make smart decisions with their hard earned money was a critical factor for me. I was also very excited about McGuire's openness to new ideas and desire to have a company this is constantly improving for the benefit of all." - Richard Canfield, Senior Infinite Banking Advisor

"As McGuire is a growing company it has given me an opportunity to contribute in a way that allows me to feel a great sense of accomplishment in being able to be a part of shaping what and how we put ourselves out there as a team and in creating a community of individuals that feel truly empowered about their finances. Like I said "I love my McGuire Team and I love what and where we are going!" - Winnie Lau, Certified Infinite Banking Advisor

"The Infinite Banking Concept and McGuire Financial have changed my life and have ensured the financial well-being of my family for generations to come. The legacy that my wife and I will leave behind is overwhelming and I am thankful every day that I was given the opportunity to discover Infinite Banking and to help others discover it too." – George Roth, Certified Infinite Banking Advisor

What's the Process?

Our selection process is a fair way to ensure that the best candidates are offered an opportunity. Our standards are high at McGuire Financial and we have minimum requirements that must be met, but meeting these alone does not guarantee suitability. To be considered, an applicant must:

- Have successfully completed the LLQP Life License Qualification Program

The process for becoming an Approved Candidate for McGuire Financial takes **approximately 4 weeks**. Once selected for a specific opportunity, the licencing and training process takes **approximately four months**.

Steps:

1. **Submit a Resume & Application** Upon reviewing your resume and application, you may be invited to an interview with Leadership involved in the selection of new agents. ***If you are an experienced Agent, we also require details regarding your recent production history (2 years minimum), in particular total FYC, persistency and what lines of life business (i.e. whole life, term, etc.)**
2. **First Interview** If successful, you would move forward to the next step
3. **Second Interview** If successful you would move forward to the next step
4. **Applicant Review** This step involves standard reviews of your credit report, work history and background to determine your eligibility for meeting employment, provincial and federal licencing and sponsorship requirements. An acceptable background check allows you to move into Licensing and Onboarding.
5. **Onboarding & Training** Once selected for licencing, you become contracted. Licencing occurs at the beginning of onboarding & training, which lasts about four months. Training includes self-study, classroom training, and business development involving hands on experience with an experienced McGuire Financial agent.



Visit www.mcguirefinancial.ca to discover more about the services we offer

Got Questions?

Don't hesitate to contact our VP of Insurance Development for more information. You are welcome to contact Jayson C. Lowe directly via telephone 780.462.1289 or via e-mail jayson.lowe@mcguirefinancial.ca

What does it cost to become an agent?

As an independent contractor agent, you are responsible for all of your business expenses.

Business Expenses Include:

- Licensing Fees
- Errors and Omissions Insurance
- Business Insurance
- Business Cards
- Infusion soft Access
- Office Space
- Computer
- Phone

What about insurance licenses?

Insurance producer licensing takes place after you have been selected for a specific location or market area.

McGuire Financial is a proud equal opportunity employer committed to attracting, retaining, and maximizing the performance of a diverse and inclusive workforce. It is McGuire Financial's policy to ensure equal employment opportunity without discrimination or harassment



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