

E C C

EXECUTIVE

COMPENSATION

CONCEPTS

Creative Compensation Designs for Business Owners, Employees and Professionals

Core Carriers & Sales Support

Core Carriers

- Allianz
- American General / AIG
- American National
- AVIVA / Amerus / Indy Life
- AXA
- ING / Reliastar
- John Hancock
- Lincoln Benefit
- Lincoln Financial
- Met Life
- Mutual of Omaha
- Nationwide
- Phoenix
- Prudential
- Sun Life

Sales Support

- Advanced Case Design
Help is available to producers moving into the advanced markets by providing ideas and sales packages.
- Presentations
Customized presentations based on needs analysis in areas such as financial needs, estate planning, retirement planning and business continuity planning.
- Individual Case Consultation
Expert individual case assistance to help experienced producers close large and complex cases.
- Underwriting Case Management
Interactive website tracking

Our Concepts

Advanced sales and marketing concepts ECC offers to meet your specialized needs include the following:

Selective Employee Benefits

- NQDC / Top Hat Plans
- COLI/SERPs
- 401(k) Overlay
- Split Dollar Plans
- Split Dollar Alternative / P.A.S.S. + Plan
- Executive Bonus Plans

Tax Deductible Insurance

- Defined Benefit Plans
- Premier Bonus Program

Wealth Transfer Strategies

- IRA Alternative
- SPIA to Life

Premium Financing

- Traditional Finance

Life Insurance Audits

- Free Insurance review
- Multiple Company Underwriting

Securities and Investment Advisory services offered through Hornor, Townsend & Kent, Inc., (HTK), Registered Investment Advisor, Member FINRA/SIPC, 717 South Coppel Road, Coppel, Texas 75019, (800) 999-2525. HTK is independent of ECC and listed core carriers.

