

## The Benefits Advantage

- Company sponsored all expense paid conventions all over the world.
- Enhanced agent contract beginning in the 3rd year and increasing after the 5th year. After five years, agents are eligible for an increased bonus, based on production.
- Agents' Benefit Package:
  - Long-term care, disability, life, dental, cancer, intensive care, and family health insurance is available.
- Agency paid and sponsored New Agent Training classes.
- Regularly scheduled agency statewide training meetings.
- Agency incentive for Million Round Table producers.
- Company sponsored reimbursement for obtaining professional designations.



## The Training Advantage

An Agent's success depends on the trust and confidence of many clients. This trust and confidence comes only with knowledge and skills which are the evidence of proper training.

From the start, each agent trainee will be provided extensive training in all types of insurance, personalized one-on-one training in the field as well as in the office.

Capital Insurance Agency wants you to build a quality relationship with your clients as we build one with you. With the support of your Regional Vice President, the Capital Partners, and a fully licensed Home Office staff, you can earn as much as your willingness to work and your sales skills allow.

Our expertise in the payroll deduction market provides a foundation for your client base; we have already opened the doors for you.

Our working environment is rewarding and satisfying. In addition to an outstanding compensation package, you'll feel proud to be part of a company dedicated to success.

# CAPITAL INSURANCE AGENCY, INC.

## WHERE CAN YOU GO TO BE SUCCESSFUL?

## JOIN OUR CAPITAL PARTNERS, THE CAPITAL TEAM

## The Financial Advantage

- Excellent 1st year commissions for life insurance and renewals.
- Excellent 1st year commissions for cancer insurance.
- Company monthly production bonus.
- Regional monthly production bonus.
- Money received monthly for servicing group products.
- Vested renewals with lifetime deferred compensation accounts.
- Toll free, easy access number to home office.



## The Marketing Advantage

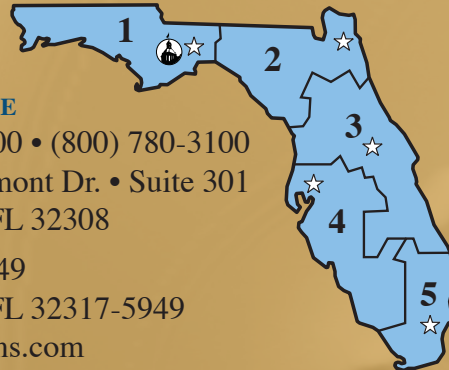
Capital Insurance Agency has an impeccable reputation as a full service, family oriented company dedicated to success. We provide services for over 100,000 insureds in mass market groups, including employees of state departments and universities as well as individuals and businesses.

### Our insurance and financial planning benefits include:

- Life Insurance
- Dental Insurance
- Cancer Insurance
- Hospital Supplements
- Disability Insurance
- Deferred Compensation
- Retirement Planning
- Annuities – *American National Insurance Co. is the issuer of the annuity product options available*
- Homeowners and Auto Insurance
- Long Term Care

### HOME OFFICE

(850) 386-3100 • (800) 780-3100  
 1425 E. Piedmont Dr. • Suite 301  
 Tallahassee, FL 32308  
 P.O. Box 15949  
 Tallahassee, FL 32317-5949  
[www.capitalins.com](http://www.capitalins.com)



## Meet the Regional Vice Presidents

*“A chance to help shape financial futures for your clients.”*

*“Our Region has a portfolio of products available.”*

*“Our emphasis is to help you strive for the best, both professionally and personally.”*



**ROBERT W. “BUCK” MILLER, LUTCF, CLU**  
 Northwest Florida Region 1  
 (850) 671-2029 • (800) 226-9808

“If you are searching for a career with great earning potential, independence, the ability to meet interesting people, and a chance to help shape financial futures for your clients, this is the path for you to choose.”



**DAVID L. CORBIN, LUTCF, CLF**  
 Northeast Florida Region 2  
 (850) 942-2323 • (800) 881-1871

“Capital Insurance offers a unique opportunity for the insurance professional. With over 30 years of experience with state employees, our agents have many opportunities each day to assist our state employees and individual clients with their insurance and financially secure futures.”



**DOUG MOORE, LUTCF**  
 Central Florida Regional 3  
 (407) 384-9982 • (800) 416-1618

“Our Agency is dedicated to the success of people who want to build their business and understand the dynamics of networking in the ever-expanding insurance and financial services industry. If you’re looking for a place to be successful that is strongly committed to developing talent and rewarding accomplishment within a challenging, collaborative and unique work environment, you’re looking in the right place.”



**CAROL PASCIUTA-WHITAKER, FLMI**  
 West Coast Region 4  
 (813) 654-8663 • (800) 940-2048

“If you are interested in pursuing a career in the financial services industry, your opportunity in our Region will provide a challenging and satisfying career path. You will find the daily interaction with clients, as well as our varied line of products and services, a very motivating and rewarding opportunity.”



**MARIAM SPAULDING, LUTCF**  
 South Florida Region 5  
 (954) 341-8705 • (800) 940-5656

“In South Florida, we offer a diversified area of financial opportunities that are both productive and rewarding for anyone willing to invest their time and energy to achieve goals. Our emphasis is to help you strive for the best, both professionally and personally, in a unique family atmosphere with mutual caring and service.”

## The Capital Partners

**DAVID M. MOORE, SR., CLU, ChFC, President**



David Moore started Capital Insurance in 1970, as President and CEO. He stays actively involved in legislative issues that directly affect our industry and Agency. David is also dynamically involved in the general functions of the Agency overall.

**DALTON A. TATE, JR., Executive Vice President**



Dalton Tate is the agency manager and is responsible for the supervision of the Regional Vice Presidents, Home Office Staff, agents, and is the liaison for our life insurance companies.

**DALE R. LAUER, Vice President and Director of Marketing**



Dale Lauer is responsible for all group products, public relations, solicitation of new accounts, and group open enrollments, including the State of Florida pretax enrollment process. He is the primary liaison for our group companies.

**“...a career with great earning potential, independence, the ability to meet interesting people...”**

