

# U.S. FEES



## ONBOARDING FEES

### Pre-Licensing Education Fee

Typically \$20 to 250 (varies by provider and course type)  
Exclusive discounts for WFGIA associates

### Insurance Exam Fee

Approximately \$100 (varies by state)

### Onboarding Agreement Fee

- WFG Launch: \$125, Non-licensed Individuals
- WFGIA: \$165, Life Licensed Individuals
- WFG Direct: \$125, California Non-licensed Individuals

### Reinstatement Fees

For agents/associates previously affiliated with WFGIA

- WFG Launch
  - Within 60 days of termination: \$40
  - After 60 days of termination: \$125
- WFGIA
  - Within 60 days of termination: \$80
  - After 60 days of termination: \$165
- WFG Direct – Non-licensed Individuals
  - Within 60 days of termination: \$40
  - After 60 days of termination: \$125
- WFG Direct – Licensed Agents
  - Within 60 days of termination: \$40
  - After 60 days of termination: \$40

## RECURRING FEES FOR ALL LICENSED AGENTS

### Errors & Omissions Insurance

Required to be purchased through Marsh immediately upon becoming a licensed agent in all states except New York.

License Type	Quarterly	Annual
Life Licensed	\$130	\$520
Registered Representative	\$187.50	\$750
Investment Advisor Representative	\$250	\$1,000

Billed 30 days prior to due date.

**New York E&O Coverage:** The State of New York Department of Insurance does not allow New York Agents to participate in a group policy that contains a group aggregate limit and that coverage in a group program cannot be mandated. This affects New York resident agents and/or non-resident agents whose principal business office is located in New York. New York agents are required to obtain and maintain an E&O Policy with a \$1 million limit of liability. Affected New York agents must provide a copy of the certificate of insurance to WFG Licensing on an annual basis at the time of the policies annual renewal. Please refer to [WFG Field Bulletin 3-2006](#) for further details.

### Platform Fee

Life Licensed Agents	Registered Reps/IARs
\$15/mo	\$100/mo

### Anti-Money Laundering (AML)

Approximately \$5 to \$20, this is an annual requirement for all licensed insurance agents. It may be included as part of an agent's CE requirement.

## License Renewal

This renewal is required every other year to keep your insurance license active. The cost varies by state, but is approximately \$100 plus a \$5 processing fee.

## Continuing Education (CE) requirement

Depending on the state and pre-licensing provider, CE requirements cost approximately \$20 to \$50 per year. WFGIA agents can receive exclusive discounts through our continuing education providers.

## State-Specific Fees

**Corporate Affiliation Fees:** All fees are debited from the agent's commissions.

California (Resident/Nonresident)	\$71.00
New Mexico (Resident/Nonresident)	\$20.00 life and health/\$20.00 Variable Contracts
Washington (Resident/Nonresident)	\$20.00

**Corporate Affiliation Renewal Fees:** Annual Requirement

New Mexico (Resident/Nonresident)	\$20.00
Washington (Resident/Nonresident)	\$20.00

## New and Renewal Appointment Fees

**New Appointment Fees:** All fees are debited from the agent's commissions

Prudential	Resident appointment fee varies by state
Pacific Life	
- Florida Resident	\$61.98
- Florida Nonresident	\$61.98 + \$6.20 per county
- Virginia (Resident/Nonresident)	\$11.53

**Carrier Appointment Renewal Fees**

Transamerica Life (Resident/Nonresident)	Annual renewal fees varies by state
Nationwide (Resident/Nonresident)	Annual renewal fees varies by state and carrier productivity requirements
Pacific Life	
- Florida Resident	\$61.98
- Florida Nonresident	\$61.98 + \$6.20 per county
- Virginia (Resident/Nonresident)	\$11.53

## Administrative Fees

Printed Check Fee: \$5.00, which can be waived if enrolled in direct deposit

Physical Commission Statement Fees: \$25.00 for a month of statements or \$150.00 per year

Payments can be submitted through [Payment Central on MyWFG.com](#).