

build your career

Market Opportunity

People who work for public schools, colleges, universities, hospitals, nonprofit organizations, and municipal governments can save for retirement through 403(b) tax-sheltered arrangement (TSA) and 457(b) employee deferred compensation (EDC) plans. Recognizing the benefits of these plans, and the specific needs of this marketplace, we created the Retirement Benefits Group (RBG), a specialized division of AXA Advisors, LLC. Together, AXA Advisors and the RBG provide wealth management services and financial education to meet the retirement needs of those who serve and build our communities.

Financial professionals are assigned to employers who have selected AXA Equitable as a product provider for their retirement plan. This gives financial professionals access to prospects. As a financial professional, you will initially build a book of business by offering retirement funding products for 403(b) TSA and 457(b) EDC plans. Your sales opportunities increase with the potential for cross sales—the ability to offer clients additional annuity, insurance, and investment products.

leading 403(b) and 457(b) annuity provider

AXA Equitable currently provides products and services to over 17,000 organizations including:

- Public and private schools
- Colleges and universities
- 501(c)(3) nonprofits
- Hospitals
- Municipal governments

Global Presence

A worldwide leader in financial protection and wealth management, the AXA Group¹ offers products and services in its core business lines of life insurance, asset management, property and casualty insurance, and international insurance.

In the United States, AXA Equitable Life Insurance Company—a member of AXA Group—is a leading provider of insurance and annuity products designed to help meet client needs and changing life situations. As of December 31, 2009, AXA Equitable had \$571.3 billion in assets under management. While AXA Equitable is a part of the AXA Group, it is solely responsible for its annuity and life insurance obligations.



¹ "AXA Group" refers to AXA, a French holding company for an international group of insurance and financial services companies, together with its direct and indirect consolidated subsidiaries. AXA Equitable Life Insurance Company is an indirect, wholly owned subsidiary of AXA.

Securities products and investment advisory services are offered through AXA Advisors, LLC. Life insurance and annuities are issued by AXA Equitable Life Insurance Company (NY, NY) and by various unaffiliated carriers. Health insurance, disability income insurance and long-term care insurance are underwritten by unaffiliated carriers and are offered through AXA Network, LLC.

AXA Advisors, AXA Equitable and AXA Network are affiliated companies and do not provide tax or legal advice.

Retirement Benefits Group, a specialized division of AXA Advisors, LLC

AXA Advisors and AXA Network are equal opportunity employers. M/F/D/V

1290 Avenue of the Americas, New York, NY 10104, (212) 314-4600.

Visit us at www.axa-equitable.com

© 2010 AXA Advisors, LLC. All rights reserved.



G24228

GE-55467 (5/10)

Cat. #129291 (5/10)



I want a market every day / I want pay for performance





Products and Services

Financial professionals have access to all of the annuity and insurance products from AXA Equitable. AXA Network, LLC, our affiliate, enables financial professionals to have access to products from many other insurance companies.

Retirement and Education Planning

- 403(b) TSA plans
- 403(b)(7) custodial accounts
- 457(b) EDC plans
- 401(a) plans
- 401(k) plans
- IRAs (Traditional, Roth, SIMPLE, and SEP)
- Pension/profit sharing plans
- 529 plans and education IRAs

Risk Management

- Life insurance
- Annuities
- Health, disability, and long-term care insurance
- Business planning

Investment Products and Services

- Mutual funds
- Municipal and government bonds
- Brokerage accounts
- Fee-based financial planning⁴

Compensation, Benefits, and Wealth Accumulation

Recognizing and rewarding achievement is the cornerstone of our compensation philosophy. We offer a wide range of opportunities for financial professionals to expand their earning potential. We pay for performance and are proud to offer one of the most competitive total earnings models in the industry.

During the period that you are covered by your initial employment contract(s), you are eligible for many of AXA Equitable's employee benefit plans and programs. Thereafter, your eligibility for these company benefits is based on your annual production during a specified time period.

benefit plans and wealth accumulation opportunities

- Health benefits
- 401(k) plan
- Retirement plan
- Deferred compensation plan
- Stock purchase plan
- AXA Shareplan
- Equity program

Training, Support and Sales Tools

Your manager will work closely with you to train you on how to prospect, service clients, and build market share.

Beyond the core curriculum, as an employed financial professional, you will have access to a range of learning resources, including regularly scheduled meetings, on-site focused training and online training.

You'll also have access to a wide array of sales tools designed to help you meet client needs and increase your potential for cross product sales. These flexible technology solutions are designed to support, service, and manage clients.



What We're Looking For

We're looking for individuals who want a rewarding profession helping people plan for their financial futures. You will fulfill the role of a trusted professional, helping clients navigate life's financial challenges. We will provide you with access to excellent products, specialized training, marketing support, and a competitive compensation and benefits package.

If You Have...

- A demonstrated track record of success,
- Educational, sales, and/or negotiation experience,
- An "entrepreneurial" spirit,
- Excellent communication skills,
- A desire to be paid based on your performance,

And You Are...

- Highly motivated with a strong work ethic, trustworthy, and confident,
- An educator by nature,
- A former teacher, coach, or administrator,

You Can Expect

- Access to excellent products and specialized training, and
- A competitive salary² plus commission.³

² Salary is paid during first three years on an employment contract or as outlined in the employment contract.

³ Bonus opportunities may be available for achieving certain sales requirements.

⁴ For properly credentialed investment advisory representatives.