



FRIENDS OF SUMMIT (FOS)

Don't have much time—that's ok—we welcome you to join the Friends of Summit (FOS) network, where our friends serve as our brand ambassadors, referring qualified individuals to Summit Financial. As our friend, you warmly introduce a friend or colleague, and Summit will take it from there.

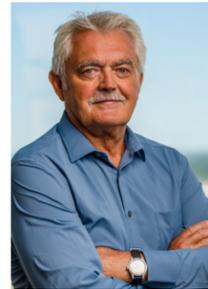
"It's a desire to stay in the game. It's a desire to still have some relationship with your former clients or your former work associates."

Dick Evans



"I'm a Rainmaker because it's really rewarding and it's just a hell of a lot of fun."

Fred Ertz



"It's that ability for you to be yourself, to be of value, to not become stale and not be put up in the closet, but to participate and to be in the community."

Dan Cahalen



UNMATCHED SUPPORT, UNDER ONE ROOF.

To learn more about the Summit Rainmaker program or to begin your journey as a FOS, please contact:

GENERAL SUMMIT CONTACT INFO

(800) 475-0991

For a deeper dive, visit our website www.yoursummit.com, which includes our 2-minute video that briefly tells the Summit story.

Sources:

<https://www.cnn.com/2022/05/05/unretirement-is-becoming-a-hot-new-trend-in-the-sizzling-us-labor-market.html>

<https://www.entrepreneur.com/article/430350>

<https://therightplug.com.ng/business/the-unretirement-phenomenon-why-leaders-are-calling-it-quits-on-retirement-and-why-thats-a-good-thing>



Blaze Your Own Trail

Forge Your Path to the Summit

Summit Financial Group saw a need in the marketplace to help top-earning, retired professionals and those in transition find a renewed purpose while continuing to build personal wealth. This formalized fraternity of like-minded individuals looking to do something paramount with their lives has become our exclusive inner circle of Summit Rainmakers.

WHY JOIN?

Becoming a Summit Rainmaker allows you to pursue what matters most by leveraging your relationships, influence, and professional experiences. It's an effective way to continue being active in the business world, enabling you to create a stream of income that can enhance or supplement retirement. The Rainmakers' role is to serve as the relationship manager. All sales, marketing, service, and design are provided by the skilled and highly credentialed team of executives at Summit.



Almost half (46%) of Americans aged 60 to 75 surveyed by AAG said they plan to work part-time after they retire from full-time work

Forbes.com, a survey released by American Advisors Group, May 6, 2021

ADVANTAGES TO BECOMING A SUMMIT RAINMAKER

- Passive, recurring income
- Owning your schedule and level of commitment
- Ongoing 1:1 training, coaching, resources, and support
- Exclusive offsite social events
- Expanding your network

TRADITION OF VISIONARIES

- For the past 25 years, many Summit Rainmakers have achieved continued personal, business, and significant financial success beyond their first or previous primary careers; examples include:
- Retired Bankers
- Early Retired Oil Company Executives
- Former HR Executives
- Former Navy Seal
- CEOs, Company Presidents, and Founders
- Former School Teachers
- Political Figures



HOW DOES THE RAINMAKER PROGRAM WORK?

- We understand some people aren't ready to retire and want to do something profound with their time; others are looking to supplement their income. The Rainmaker program was designed with flexibility and ease, making engaging with our program simple yet rewarding.
- You'll serve as a brand ambassador and representative of Summit, leveraging your relationships and prior business connections to identify potential clients interested in protecting their business assets and human capital.
- You'll go to bed every night knowing you connected a valued contact with a partner firm who will be their trusted advisor and consultant through all the life cycles of their business.
- You'll earn income and continue to meet great colleagues.

WHY REPRESENT SUMMIT FINANCIAL GROUP?

Clients and partners lean on Summit to bring industry knowledge and real-world experience to manage their complex benefits, insurance, and investment issues. Services we offer include:

Benefits:

- Healthcare
- Fully-Insured
- Self-Funded
- HR Consulting
- Employee High-Demand Voluntary Products

Insurance:

- Risk Management
- Business Blind Spot Mitigation
- Succession Planning

Investments:

- Retirement Plans
- Wealth Management
- Money Management

THE UNRETIREMENT PHENOMENON: Why Leaders Are Calling It Quits On Retirement

An estimated **1.5 MILLION** retirees have re-entered the U.S. Labor Market over the past year, according to a July 2022 article in Enterprise Magazine.