

# Brighthouse Financial Wholesaler Development Program

At Brighthouse Financial, we are committed to developing future leaders who support our mission of helping people achieve financial security.

The Brighthouse Financial Wholesaler Development Program (WDP) is a competitive and comprehensive program designed to support a successful career as an external wholesaler. The WDP is an excellent growth opportunity for our talented internal sales professionals who are interested in pursuing careers as external sales professionals at Brighthouse Financial®. Our external wholesalers play a key role in serving the financial professionals who sell our products, so financial professionals' ability to trust our external wholesaling team as reliable consultants is essential to our success.

## Make a Positive Impact

Brighthouse Financial is on a mission to help people achieve financial security. We specialize in products designed to help people protect what they've earned and ensure it lasts. By taking part in our WDP, you can make a positive impact not only at Brighthouse Financial but on your entire career.

## Join a Team That's Collaborative, Adaptable, and Passionate

We foster a culture where diverse backgrounds and experiences are celebrated and where different ideas are heard and respected. Our inclusive and collaborative environment fuels careers and drives business growth. As part of our commitment to maintaining an inclusive culture, we empower employees to bring their authentic selves to work as we collaborate to deliver on our mission.



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"Brighthouse Financial has invested in me and given me opportunities beyond belief. **The WDP is not just for your career – it's for your life.**"

– **Fisher Davis**  
Senior Internal Wholesaler



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**"The support and the tools that the WDP equips you with are unmatched in the industry** and provide you all the opportunities to hit the ground running out in the field."

– **Hesham Arafat**  
External Wholesaler

## Enjoy Highly Competitive Compensation and Benefits Packages

We're committed to being a great place to work. Our holistic approach to benefits – including paid time off, family support, and financial wellness counseling – helps enhance your physical, financial, and emotional well-being so you can better thrive in all areas of life.

### What We Offer

- Experience with a Fortune 500 company<sup>1</sup> that's one of the largest annuity and life insurance providers in the U.S.<sup>2</sup>
- On-the-job training
- Financial reimbursement for exam fees, study materials, and FINRA licensing
- Company-paid study time
- Invaluable networking opportunities with industry leaders
- Mentoring and coaching, plus ongoing professional development

### Who We Look For

- Individuals seeking to learn from and connect with sales professionals in the financial services industry
- Competitive, coachable, and enthusiastic communicators who have a positive attitude



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**"The WDP gives you a very comprehensive look as to what it means to be an external wholesaler – from presentation, framing, sales ideas, business etiquette, dinner etiquette ... things you don't really think about. It's preferable to learn these things up front and have mentors who've done it before."**

– **Rene Rodriguez**  
Senior Internal Wholesaler



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**"If you want to work for a company where your hard work will be recognized and appreciated, come to Brighthouse Financial.** If you want to work for a company that listens to and acts on feedback from its employees, come to Brighthouse Financial. If you want to work for a company full of passionate professionals who support and celebrate each other's growth, come to Brighthouse Financial."

– **Ashley Stinson**  
External Wholesaler

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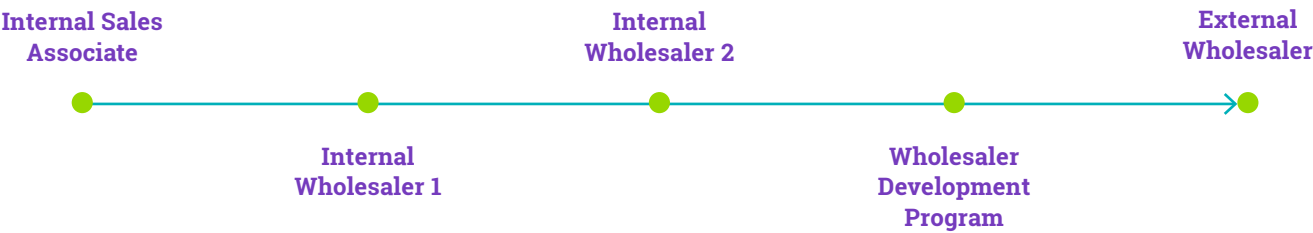
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<sup>2</sup> Ranked by 2022 admitted assets. Best's Review®: Top 200 U.S. Life/Health Insurers. AM Best, 2023.

Sales Career Progression

The Internal Sales Organization helps build and advance long-term sales careers within our collaborative and inclusive work environment.

Internal Sales Organization Career Path



Our Wholesaler Development Program supports the potential career path for an internal sales professional on their way to becoming an external wholesaler:

|                                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                    |
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| <p><b>Internal Sales Associate</b></p> <ul style="list-style-type: none"><li>• Improves fundamental sales skills</li><li>• Comprehensive training program</li><li>• Assigned mentor</li><li>• Advanced career school</li><li>• Increase of base compensation when FINRA and state licenses are obtained</li></ul> <p>0-1 year</p> | <p><b>Internal Wholesaler</b></p> <ul style="list-style-type: none"><li>• Identifies and builds relationships with top financial professionals</li><li>• Partners with an external wholesaler to drive sales</li><li>• Variable compensation</li></ul> <p>1-3 years</p> | <p><b>External Wholesaler</b></p> <ul style="list-style-type: none"><li>• Responsible for geographical territory</li><li>• Maintains relationships with top financial professionals</li><li>• Conducts meetings and educational seminars</li><li>• Variable compensation</li></ul> <p>3+ years</p> |
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For illustrative purposes only.

## How to Get Started

Our Wholesaler Development Program is open to internal wholesalers who have worked full time at Brighthouse Financial for at least one year. Eligible internal sales professionals must apply and be accepted into the WDP.

## Learning Objectives

WDP participants learn the foundational elements that are essential for a successful career as an external wholesaler.

### Part I: Strategic Thinking



Purpose, People,  
Process, Partners,  
and Performance



Analyzing  
Your Business



Product  
Mastery

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### Part II: Skill Building



Territory  
Logistics



Meeting  
Management



Managing Your  
Wholesaler  
Lifestyle

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### Part III: Tactical Proficiencies



Leveraging  
Technology



Presentation  
Skills



Investment and  
Economic Insights

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### Part IV: Building Your Brand



Win the Interview,  
Win the Job



Identifying and  
Creating Culture



Bringing It  
ALL Together

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To learn more about the Brighthouse Financial Wholesaler Development Program, please email [talentacquisition@brighthousefinancial.com](mailto:talentacquisition@brighthousefinancial.com).

Visit [brighthousefinancial.com/about-us/careers](https://brighthousefinancial.com/about-us/careers) to explore career opportunities today.

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