

Provision	Section in Franchise Agreement	Summary
		waiver of jury trial, waiver of punitive or exemplary damages, and limitations on when claims may be raised. See Section 27 of the Franchise Agreement. Please also see the various state disclosure addenda and agreement amendments attached to this Disclosure Document, which contain additional terms that may be required under applicable state law.
v. Choice of forum	Section 27.2	Arbitration is to take place at the JAMS office nearest to our then-current principal place of business (currently, Westlake, Texas). (Subject to applicable state law.)
w. Choice of law	Section 27.1	Except to the extent governed by the Lanham Act, Texas law applies. (Subject to applicable state law.)

**ITEM 18**  
**PUBLIC FIGURES**

We do not use any public figures to promote Goosehead Businesses.

**ITEM 19**  
**FINANCIAL PERFORMANCE REPRESENTATIONS**

The FTC’s Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchisee and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in this Disclosure Document. Financial performance information that differs from that included in Item 19 may be given only if: (1) a franchisor provides the actual records of an existing outlet you are considering buying; or (2) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

Below we provide historical performance of producers for our franchisees and Goosehead that operated between January 1, 2023 and December 31, 2025. A “producer” for the purposes of this Item 19 is an individual who works for a franchisee as an agent or for Goosehead as a corporate sales employee and has devoted full-time efforts to a production role during this time frame. A “franchise producer” is a producer for a franchised business, and a “corporate producer” is a producer who works as an employee of Goosehead. Except as identified below, all franchisees and corporate producers that were in operation for at least one full year during this time frame, are included. Four types of information are provided below, the average new business gross revenues per producer, the average renewal gross revenues per producer, the value of new business premiums generated per producer, and the value of renewal premiums generated per producer.

Differences in state laws (for example, some states – like California and Florida -- do not allow for the payment of “agency fees” whereas fees are allowed in Texas and Illinois) may negatively affect the results of franchisees and/or producers in certain states.

The data used to compile the information in this Item 19 is derived from agency fees and sales

commissions paid directly to us. Please read carefully all of the information in this Item 19 (including the table below as well as the notes that follow this table).

**AVERAGE NEW BUSINESS GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$81,277.67	\$91,423.88	\$90,016.05
Southeast	\$55,841.12	\$79,010.08	\$86,793.54
Mid Atlantic	\$56,919.49	\$76,659.65	\$85,518.61
Midwest	\$49,386.41	\$72,186.86	\$83,136.67
Mountain	\$58,140.00	\$83,129.02	\$94,488.37
Northeast	\$41,900.41	\$60,112.91	\$69,197.65
West	\$51,344.43	\$82,269.22	\$87,898.94

**AVERAGE OF TOP 25% NEW BUSINESS GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$140,825.90	\$170,911.34	\$182,910.00
Southeast	\$111,352.36	\$163,315.71	\$162,128.18
Mid Atlantic	\$117,430.13	\$156,985.63	\$168,420.50
Midwest	\$147,961.14	\$199,491.00	\$181,160.95
Mountain	\$134,513.53	\$158,445.14	\$202,826.00
Northeast	\$122,560.67	\$146,832.60	\$140,427.30
West	\$102,692.75	\$164,124.00	\$164,308.57

**AVERAGE OF BOTTOM 25% NEW BUSINESS GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$14,013.05	\$14,947.05	\$26,459.68
Southeast	\$15,407.07	\$16,986.95	\$27,001.16
Mid Atlantic	\$15,483.33	\$21,153.09	\$30,682.82
Midwest	\$13,593.71	\$17,405.24	\$26,412.85
Mountain	\$15,439.42	\$24,068.75	\$21,298.00
Northeast	\$16,049.24	\$23,543.38	\$23,402.87
West	\$16,348.87	\$16,798.13	\$26,870.50

**NEW BUSINESS GROSS REVENUE PER CORPORATE PRODUCER**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Average	\$97,455.42	\$163,940.67	\$155,782.66
Top 25%	\$153,302.16	\$229,036.18	\$227,284.50

Bottom 25%	\$58,700.82	\$109,463.76	\$76,341.85
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**AVERAGE NEW BUSINESS PREMIUM PER FRANCHISE PRODUCER**

Region	Year 1	Year 2	Year 3
Texas	\$441,693.34	\$502,532.97	\$496,513.34
Southeast	\$432,112.11	\$606,704.41	\$665,131.61
Mid Atlantic	\$348,257.82	\$446,364.17	\$498,157.71
Midwest	\$272,591.12	\$403,079.96	\$463,303.79
Mountain	\$338,579.17	\$500,268.42	\$558,884.16
Northeast	\$280,894.56	\$401,113.51	\$457,809.89
West	\$403,773.72	\$606,626.90	\$670,510.78

**AVERAGE OF TOP 25% NEW BUSINESS PREMIUM PER FRANCHISE PRODUCER**

Region	Year 1	Year 2	Year 3
Texas	\$841,949.78	\$992,894.86	\$1,040,762.06
Southeast	\$754,093.41	\$1,130,047.78	\$1,114,509.07
Mid Atlantic	\$696,900.57	\$901,586.83	\$987,983.13
Midwest	\$803,727.17	\$1,282,445.09	\$1,110,892.00
Mountain	\$888,853.31	\$1,010,653.25	\$1,154,870.22
Northeast	\$800,071.00	\$957,097.00	\$990,098.50
West	\$792,082.50	\$1,150,584.93	\$1,281,479.31

**AVERAGE OF BOTTOM 25% NEW BUSINESS PREMIUM PER FRANCHISE PRODUCER**

Region	Year 1	Year 2	Year 3
Texas	\$88,706.33	\$97,962.87	\$151,438.26
Southeast	\$108,210.00	\$101,267.71	\$178,303.28
Mid Atlantic	\$90,798.46	\$136,906.44	\$177,075.26
Midwest	\$89,051.20	\$107,941.68	\$164,036.07
Mountain	\$104,025.92	\$143,823.50	\$139,666.00
Northeast	\$98,518.86	\$133,896.23	\$139,856.07
West	\$100,760.33	\$65,674.83	\$167,781.67

**NEW BUSINESS PREMIUM PER CORPORATE PRODUCER**

	Year 1	Year 2	Year 3
<b>Average</b>	\$496,029.24	\$854,612.18	\$790,162.58
<b>Top 25%</b>	\$804,759.27	\$1,234,820.36	\$1,164,097.86
<b>Bottom 25%</b>	\$282,615.32	\$548,267.10	\$385,286.62

**AVERAGE RENEWAL GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$15,721.41	\$27,961.74	\$48,750.90
Southeast	\$7,355.34	\$27,621.41	\$53,815.74
Mid Atlantic	\$6,989.08	\$27,878.91	\$37,755.76
Midwest	\$7,946.96	\$19,499.58	\$32,491.26
Mountain	\$7,269.96	\$19,498.96	\$58,423.33
Northeast	\$11,205.16	\$18,819.65	\$35,441.13
West	\$6,620.03	\$16,843.22	\$44,104.58

**AVERAGE OF TOP 25% RENEWAL GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$30,211.60	\$64,829.28	\$103,926.17
Southeast	\$21,463.89	\$57,993.71	\$118,481.56
Mid Atlantic	\$16,123.04	\$63,190.22	\$110,509.42
Midwest	\$16,992.93	\$49,288.81	\$84,790.06
Mountain	\$18,348.99	\$59,380.62	\$96,811.21
Northeast	\$33,761.42	\$46,251.36	\$82,582.52
West	\$24,233.77	\$47,578.71	\$125,496.89

**AVERAGE OF BOTTOM 25% RENEWAL GROSS REVENUE PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$1,439.88	\$2,768.23	\$4,593.84
Southeast	\$1,812.35	\$2,554.02	\$4,373.74
Mid Atlantic	\$1,810.11	\$2,288.84	\$5,371.55
Midwest	\$1,642.49	\$2,983.69	\$4,569.40
Mountain	\$2,044.35	\$2,366.53	\$5,887.92
Northeast	\$1,918.04	\$3,193.18	\$5,161.75
West	\$2,079.66	\$2,732.79	\$4,170.99

**RENEWAL GROSS REVENUE PER CORPORATE PRODUCER**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Average</b>	\$17,366.06	\$26,988.45	\$47,313.75
<b>Top 25%</b>	\$37,540.54	\$75,992.62	\$119,879.03
<b>Bottom 25%</b>	\$2,560.22	\$650.27	\$584.91

**AVERAGE RENEWAL PREMIUM PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$120,960.89	\$226,086.82	\$393,563.32
Southeast	\$65,215.55	\$248,424.38	\$476,315.50
Mid Atlantic	\$57,635.97	\$224,180.94	\$305,077.47
Midwest	\$62,181.68	\$153,043.56	\$255,491.63
Mountain	\$59,423.84	\$156,112.32	\$456,503.18
Northeast	\$88,630.81	\$150,929.61	\$286,214.04
West	\$59,604.52	\$155,225.89	\$389,715.68

**AVERAGE OF TOP 25% RENEWAL PREMIUM PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$231,111.14	\$505,165.10	\$846,631.07
Southeast	\$178,110.71	\$528,107.80	\$1,007,792.78
Mid Atlantic	\$128,887.11	\$492,393.46	\$942,178.19
Midwest	\$131,804.43	\$436,462.95	\$686,081.66
Mountain	\$155,039.98	\$474,324.70	\$777,571.65
Northeast	\$297,882.34	\$364,195.66	\$641,999.21
West	\$197,949.50	\$463,317.21	\$1,072,207.24

**AVERAGE OF BOTTOM 25% RENEWAL PREMIUM PER FRANCHISE PRODUCER**

<b>Region</b>	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
Texas	\$11,989.68	\$22,003.23	\$36,589.20
Southeast	\$15,453.86	\$23,171.18	\$37,198.91
Mid Atlantic	\$15,976.26	\$18,943.72	\$45,044.80
Midwest	\$14,235.59	\$25,061.76	\$36,507.65
Mountain	\$17,062.04	\$17,069.33	\$44,511.12
Northeast	\$16,938.59	\$22,270.87	\$47,977.88
West	\$18,122.47	\$26,117.77	\$26,716.66

**RENEWAL PREMIUM PER CORPORATE PRODUCER**

	<b>Year 1</b>	<b>Year 2</b>	<b>Year 3</b>
<b>Average</b>	\$134,578.00	\$214,600.95	\$375,056.80
<b>Top 25%</b>	\$282,354.49	\$601,808.55	\$947,434.34
<b>Bottom 25%</b>	\$21,190.98	\$5,247.38	\$4,323.62

Notes to charts:

1. “New Business Gross Revenues” means the amount of New Business Commissions and Agency Fees, net of reversals of New Business Commissions for insurance policy cancellations or changes, and net of Agency Fee refunds, for the sale of Approved Insurance Products by the Franchised Business. “New Business Commissions” means the fees paid to us, by Approved Carriers as a percentage of the Premiums received from the sale of Approved Insurance Products generated by the Franchised Business, and does not include fees paid to us as a percentage of the Premiums received from the renewal of Approval Insurance Products generated by the Franchised Business. New Business Gross Revenues do not include any Premiums or Policy Fees collected by the Franchised Business on behalf of any Approved Carrier. The New Business Gross Revenues noted in this Item 19 are the total New Business Gross Revenues paid, on a cash basis, by our carriers to us and recognized between January 1, 2023 and December 31, 2025.
2. “New Business Premium” means fees owed to the Approved Carriers for Approved Insurance Products, and does not include any fees owed to the Approved Carriers for the renewal of Approved Insurance Products. The New Business Premiums noted in this Item 19 are the New Business Premiums from our insurance carrier statements recognized between January 1, 2023 and December 31, 2025.
3. “Renewal Gross Revenues” means the amount of Renewal Commissions, net of reversals of Renewal Commissions for insurance policy cancellations or changes, for the renewal of Approved Insurance Products by the Franchised Business. “Renewal Commissions” means the fees paid to us, by Approved Carriers as a percentage of the Premiums received from the renewal of Approved Insurance Products generated by the Franchised Business, and does not include fees paid to us as a percentage of the Premiums received from the sale of Approval Insurance Products as new business generated by the Franchised Business. Renewal Gross Revenues do not include any Premiums or Policy Fees collected by the Franchised Business on behalf of any Approved Carrier. The Renewal Gross Revenues noted in this Item 19 are the total Renewal Gross Revenues paid, on a cash basis, by our carriers to us and recognized between January 1, 2023 and December 31, 2025.
4. “Renewal Premium” means fees owed to the Approved Carriers for renewals of Approved Insurance Products, and does not include any fees owed to the Approved Carriers for the sale of Approved Insurance Products as new business. The Renewal Premiums noted in this Item 19 are the Renewal Premiums from our insurance carrier statements recognized between January 1, 2023 and December 31, 2025.
5. The Texas Region consists of Texas. The Southeast Region consists of Florida, Louisiana, Tennessee, Georgia, Alabama, Oklahoma, Mississippi, and Arkansas. The Mid Atlantic Region consists of South Carolina, North Carolina, Virginia, Maryland, Delaware, and West Virginia. The Midwest Region consists of Illinois, Ohio, Missouri, Minnesota, Indiana, Michigan, Iowa, Nebraska, Kansas, Wisconsin, Kentucky, North Dakota, and South Dakota. The Mountain Region consists of Colorado, Arizona, Utah, New Mexico, Idaho, Montana, and Wyoming. The Northeast Region consists of New Jersey, Pennsylvania, Connecticut, New York, New Hampshire, Massachusetts, and Rhode Island. The West Region consists of California, Washington, Oregon, and Nevada.

## Franchise Producer Notes

1. There were 1,427 franchise producers, representing 866 franchised businesses, who were included in the charts because they operated between January 1, 2023 and December 31, 2025 and met certain criteria, noted below. There were 374 franchise producers representing the Texas Region, 308 franchise producers in the Southeast Region, 181 franchise producers in the Mid Atlantic Region, 219 franchise producers in the Midwest Region, 123 franchise producers in the Mountain Region, 112 franchise producers in the Northeast Region, and 110 franchise producers in the West Region. Each of the franchise producers included those that: (a) were operating between January 1, 2023 and December 31, 2025, and (b) had a role where a majority of their time was dedicated to new business production.
2. "Tenure" is defined as the number of full years an agent has devoted full time efforts to a production role between January 1, 2023 and December 31, 2025. The data for the 1,427 franchise producers included in the chart for New Business Gross Revenue, is presented separately based on tenure. There were 799 franchise producers included in the chart who were classified as having 1 year of tenure. Of those 799 franchise producers, 199 are included in the "top 25% New Business Gross Revenues" There were 674 franchise producers included in the chart who were classified as having 2 years of tenure. Of those 674, 168 are included in the "top 25% New Business Gross Revenues". There were 592 franchise producers included in the chart who were classified as having 3 years of tenure. Of those 592, 148 are included in the "top 25% New Business Gross Revenues". The data for the 888 franchise producers included in the chart for Renewal Gross Revenue, is presented separately based on tenure. There were 407 franchise producers included in the chart who were classified as having 1 year of tenure. Of those 407 franchise producers, 101 are included in the "top 25% Renewal Gross Revenues" There were 546 franchise producers included in the chart who were classified as having 2 years of tenure. Of those 546, 136 are included in the "top 25% Renewal Gross Revenues". There were 459 franchise producers included in the chart who were classified as having 3 years of tenure. Of those 459, 115 are included in the "top 25% Renewal Gross Revenues".
3. For franchise producers with 1 year of tenure:
  - a. 298 of 799 franchise producers (37%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue (which, as used throughout this Item 19, is the amount at which half of the franchise producers measured were above and half of the franchise producers measured were below) was \$48,841 (\$363,287 highest producer ("high"), \$157 lowest producer ("low")), the median New Business Gross Revenues for the top 25% of producers was \$114,705, and the median New Business Gross Revenues for the bottom 25% of producers was \$15,523.
  - b. 310 of the 799 producers (39%) met or exceeded the New Business Premium average. The median New Business Premium amount was \$308,107 (\$2,258,036 high, \$1,045 low), the median New Business Premium amount for the top 25% of producers was \$719,498, and the median New Business Premium amount for the bottom 25% of producers was \$101,234.
  - c. 115 of the 407 producers (28%) met or exceeded the Renewal Gross Revenue average. The median Renewal Gross Revenue amount was \$5,647 (\$95,335 high, \$45 low), the median Renewal Gross Revenue amount for the top 25% of producers was \$17,533, and the median Renewal Gross Revenue amount for the bottom 25% of producers was \$1,978.

- d. 123 of the 407 producers (30%) met or exceeded the Renewal Premium average. The median Renewal Premium amount was \$48,046 (\$760,001 high, \$297 low), the median Renewal Premium amount for the top 25% of producers was \$143,713, and the median Renewal Premium amount for the bottom 25% of producers was \$16,829.

4. For producers with 2 years of tenure:

- a. 265 of 674 producers (39%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue was \$65,663 (\$407,298 high, \$23 low), the median New Business Gross Revenue for the top 25% of producers with 2 years of tenure was \$156,987, and the median New Business Gross Revenue for the bottom 25% of producers was \$17,650.
- b. 267 of the 674 producers (40%) met or exceeded the New Business Premium average. The median New Business Premium amount was \$410,337 (\$2,684,084 high, \$152 low), the median New Business Premium amount for the top 25% of producers was \$933,057, and the median New Business Premium amount for the bottom 25% of producers was \$109,506.
- c. 201 of the 546 producers (37%) met or exceeded the Renewal Gross Revenue average. The median Renewal Gross Revenue amount was \$16,830 (\$247,898 high, \$4 low), the median Renewal Gross Revenue amount for the top 25% of producers was \$48,852, and the median Renewal Gross Revenue amount for the bottom 25% of producers was \$2,654.
- d. 197 of the 546 producers (36%) met or exceeded the Renewal Premium average. The median Renewal Premium amount was \$141,448 (\$1,998,181 high, \$38 low), the median Renewal Premium amount for the top 25% of producers was \$419,419, and the median Renewal Premium amount for the bottom 25% of producers was \$22,583.

5. For producers with 3 years of tenure:

- a. 219 of 592 producers (37%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue was \$68,541(\$489,281high, \$377 low), the median New Business Gross Revenue amount for the top 25% of producers was \$146,971, and the median New Business Gross Revenue for the bottom 25% of producers was \$30,178.
- b. 221 of the 592 producers (37%) met or exceeded the New Business Premium average. The median New Business Premium amount was \$433,155 (\$3,101,985 high, \$2,628 low), the median New Business Premium amount for the top 25% of producers was \$963,750, and the median New Business Premium amount for the bottom 25% of producers was \$182,699.
- c. 174 of 459 producers (38%) met or exceeded the Renewal Gross Revenue average. The median Renewal Gross Revenue was \$33,020(\$311,681 high, \$27 low), the median Renewal Gross Revenue amount for the top 25% of producers was \$90,528, and the median Renewal Gross Revenue for the bottom 25% of producers was \$4,373.
- d. 177 of the 459 producers (38%) met or exceeded the Renewal Premium average. The median Renewal Premium amount was \$266,178 (\$2,473,577 high, \$151 low),

the median Renewal Premium amount for the top 25% of producers was \$724,397, and the median Renewal Premium amount for the bottom 25% of producers was \$37,034.

6. These charts do not reflect the costs that you may have in operating the Franchised Business, including Royalty Fees and other fees that must be paid to us. The financial performance representation figures do not reflect the cost of sales, operating expenses or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You will incur costs and expenses in connection with operating the Franchised Business. These include, among others, royalty fees (20% to 50% of Gross Revenues on policies), occupancy costs, labor costs, debt/financing costs, marketing and advertising costs, software and support fees (\$590 or \$420 per user), computer hardware and software purchases and upgrades, legal and professional fees, income and other non-real estate taxes, and various other expenses. You will incur these and other costs in connection with the operation of the Franchised Business, and you should conduct an independent investigation of the costs and expenses that you may or will incur in operating the Franchised Business. Franchisees or former franchisees, listed in this Disclosure Document, may be one source of information.

#### **Corporate Producer Notes:**

1. There were 254 corporate producers who were included in the charts because they operated between January 1, 2023 and December 31, 2025 and met certain criteria, noted below. Each of the corporate producers included: (a) were employed between January 1, 2023 and December 31, 2025, and (b) had a role where a majority of their time was dedicated to new business production.
2. "Tenure" is defined as the number of full years an agent has devoted full time efforts to a corporate sales production role at Goosehead between January 1, 2023 and December 31, 2025. The data for the 254 corporate producers included in the chart for New Business Gross Revenue, is presented separately based on tenure. There were 180 corporate producers included in the chart who were classified as having 1 year of tenure. Of those 180 corporate producers, 45 are included in the "top 25% New Business Gross Revenues." There were 87 corporate producers included in the chart who were classified as having 2 years of tenure. Of those 87, 21 are included in the "top 25% New Business Gross Revenues". There were 53 corporate producers included in the chart who were classified as having 3 years of tenure. Of those 53, 13 are included in the "top 25% New Business Gross Revenues". The data for the 204 corporate producers included in the chart for Renewal Gross Revenue, is presented separately based on tenure. There were 132 corporate producers included in the chart who were classified as having 1 year of tenure. Of those 132 corporate producers, 33 are included in the "top 25% Renewal Gross Revenues." There were 139 corporate producers included in the chart who were classified as having 2 years of tenure. Of those 139, 35 are included in the "top 25% Renewal Gross Revenues". There were 72 corporate producers included in the chart who were classified as having 3 years of tenure. Of those 72, 18 are included in the "top 25% Renewal Gross Revenues".
3. For corporate producers with 1 year of tenure:
  - a. 45 of 180 corporate producers (25%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue was \$88,431 (\$372,834 high, \$30,741 low), the median New Business Gross Revenues for the top 25% of corporate producers was \$137,829, and the median New Business Gross

Revenues for the bottom 25% of corporate producers was \$60,113.

- b. 45 of the 180 corporate producers (25%) met or exceeded the New Business Premium average. The median New Business Premium amount was \$434,747 (\$2,170,155 high, \$147,143 low), the median New Business Premium amount for the top 25% of corporate producers was \$717,040, and the median New Business Premium amount for the bottom 25% of corporate producers was \$288,884.
  - c. 34 of 132 corporate producers (26%) met or exceeded the Renewal Gross Revenue average. The median Renewal Gross Revenue was \$13,716 (\$119,016 high, \$39 low), the median Renewal Gross Revenues for the top 25% of corporate producers was \$28,461, and the median Renewal Gross Revenues for the bottom 25% of corporate producers was \$643.
  - d. 34 of the 132 corporate producers (26%) met or exceeded the Renewal Premium average. The median Renewal Premium amount was \$111,819 (\$841,545 high, \$391 low), the median Renewal Premium amount for the top 25% of corporate producers was \$221,503.32, and the median Renewal Premium amount for the bottom 25% of corporate producers was \$4,822.
4. For corporate producers with 2 years of tenure:
- a. 22 of 87 corporate producers (25%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue was \$156,006 (\$398,028 high, \$79,262 low), the median New Business Gross Revenue for the top 25% of corporate producers with 2 years of tenure was \$207,840, and the median New Business Gross Revenue for the bottom 25% of corporate producers was \$113,666.
  - b. 22 of the 87 corporate producers (25%) met or exceeded the New Business Premium average. The median New Business Premium amount was \$828,630 (\$2,843,565 high, \$413,818 low), the median New Business Premium amount for the top 25% of corporate producers was \$1,098,363, and the median New Business Premium amount for the bottom 25% of corporate producers was \$551,515.
  - c. 35 of 139 corporate producers (25%) met or exceeded the Renewal Gross Revenue average. The median Renewal Gross Revenue was \$12,227 (\$277,300 high, \$31 low), the median Renewal Gross Revenue for the top 25% of corporate producers with 2 years of tenure was \$64,493, and the median Renewal Gross Revenue for the bottom 25% of corporate producers was \$489.
  - d. 35 of the 139 corporate producers (25%) met or exceeded the Renewal Premium average. The median Renewal Premium amount was \$99,158.34 (\$2,111,787 high, \$209 low), the median Renewal Premium amount for the top 25% of corporate producers was \$507,088, and the median Renewal Premium amount for the bottom 25% of corporate producers was \$3,496.
5. For corporate producers with 3 years of tenure:
- e. 14 of 53 corporate producers (26%) met or exceeded the New Business Gross Revenue average. The median New Business Gross Revenue was \$158,753 (\$332,150 high, \$2,710 low), the median New Business Gross Revenue amount for the top 25% of corporate producers was \$217,107, and the median New Business