

# Agents opted into Sales Central vs. Agents who have NOT opted in

Agents opted in who also had an account with us at the time they opted in:

- The agent will pay for their subscription directly to New York Life
- Their initial renewal opportunity will be \$0 charge, with an end date that matches the corporate New York Life contract end date. [Click this link for detailed directions.](#)

Agents opted in that never had a previous account with us at the time they opted in:

- Will pay for their subscription directly to New York Life
- Will not need any renewals until the end of the corporate New York Life contract.

## Agents who DO NOT opt into Sales Central

- The agent will pay us directly on an annual basis. No more monthly options.
- Their price will increase every renewal. [Click this link for detailed directions.](#)

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