

BUILDING YOUR EQUIS BUSINESS

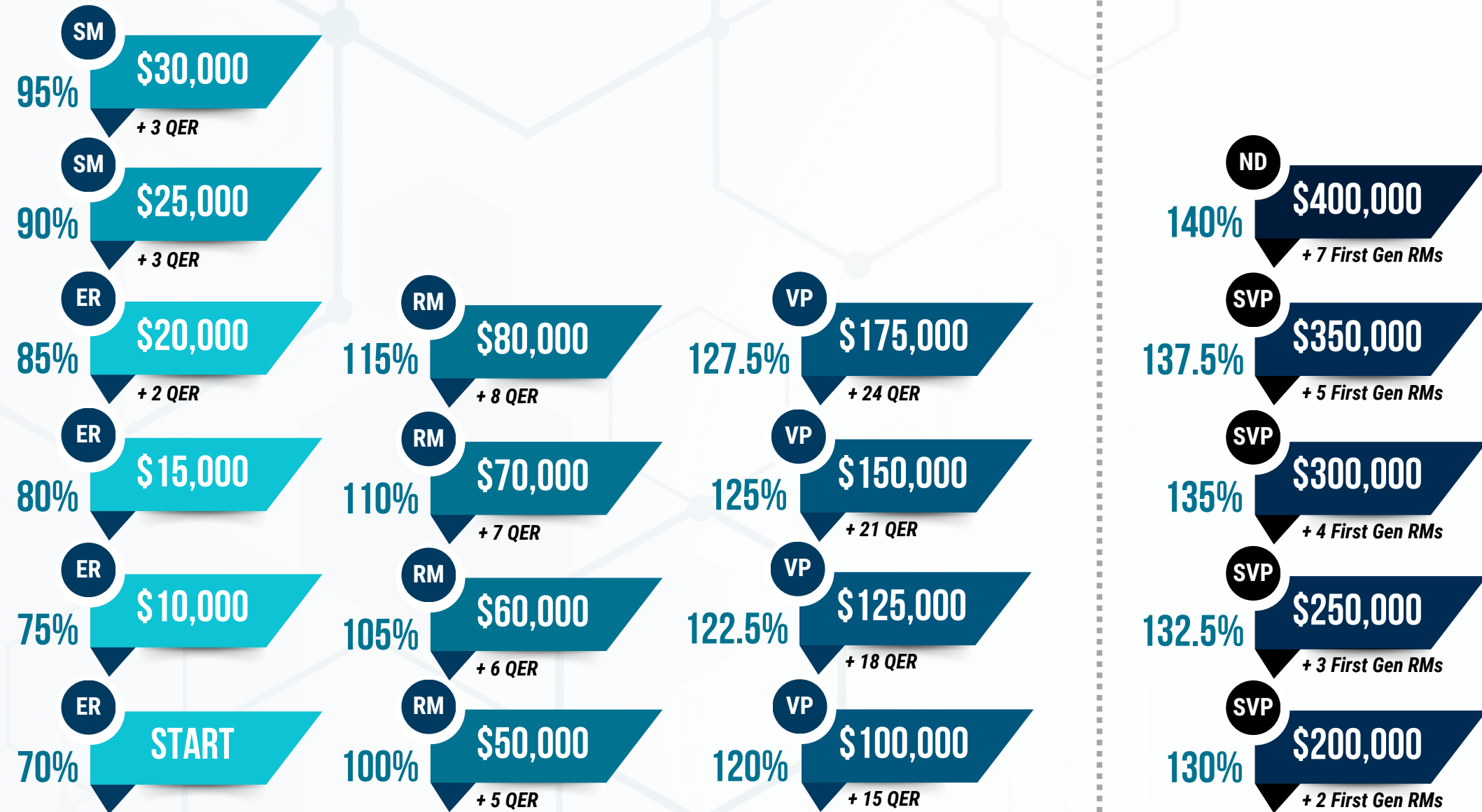
BUILDER BONUS

140%	ND	= \$25,000
137.5%	SVP	= \$22,000
135%	SVP	= \$20,000
132.5%	SVP	= \$17,500
130%	SVP	= \$15,000
127.5%	VP	= \$12,500
125%	VP	= \$10,000
122.5%	VP	= \$7,500
120%	VP	= \$5,000
115%	RM	= \$1,800
110%	RM	= \$1,700
105%	RM	= \$1,600
100%	RM	= \$1,500
95%	SM	= \$1,250
90%	SM	= \$1,000

PRODUCER BONUS

\$50,000+	= \$3,000
\$40,000 - \$49,999	= \$2,000
\$30,000 - \$39,999	= \$1,000
\$20,000 - \$29,999	= \$750
\$15,000 - \$19,999	= \$300
\$10,000 - \$14,999	= \$200

Bonuses: At all Regional Manager and above levels, if \$100,000 paid bonusable APV is not met within the hierarchy for the month, a personal paid bonusable APV of \$10,000 is required. **Must maintain good standing with the company to receive a monthly bonus.**



BUILDER TRACK

PROMOTION QUALIFICATIONS:

Qualification period: All levels before the Regional Manager level have a qualification period of 1 month. At the Regional Manager level and above, the qualification period is 2 consecutive months. **Re-qualification period:** To re-qualify for a level, guidelines must be met at least 2 non-consecutive months out of each 6-month period (January – June and July – December). **Placement and persistency:** Must maintain company acceptable placement and persistency. **50% rule:** During promotion or bonus calculations, no more than 50% of the paid production value may come from any leg within the hierarchy. **Qualified Equis Representative (QER):** Agent that has 3 issued paid bonusable applications. **Paid Bonusable APV:** Paid production that meets bonus guidelines; excludes unreported, controlled, and guaranteed issue business, Foresters Your Term, LSW Term, and health, pet, children's and accidental policies. **Maximum credits on each application:** 5% up to a \$5,000 maximum credit per annuity application. **Must maintain good standing with the company to qualify for a promotion.**

PRODUCER TRACK

