



KANdynasty

RVP Check list

The list below outlines the things current RVPs & SVPs completed while in the Base Shop prior to taking the RVP contract. Those that do typically went on to promote RVPs & build a Hierarchy

-
- Full Time in Primerica – No Other Source of Income (NOSOI)

 - Personal Premium Production Track Record (\$2,500 to \$5,000 per month = 3 to 7 cases per month)

 - Team Premium (\$30K Base Shop - 100 codes = 20 producing codes generates \$30K - \$50 Base Shop)

 - Personal IBA Production Track Record (2 -5 per month)

 - Personal Securities Producer (Understand your AUM potential)

 - Multiple Field Trainers (4 – 5 people, they were:)
 - Full Time
 - Couples Fully Licensed

 - Multiple Full-timers (4 – 5)
 - Every Full-Time Leg producing \$5 - \$10K Premium + 5 IBAs + Securities Production

 - Multiple (7-10) Base Shop Trainees with activity at any one month

 - Meeting Attendance – Never Missed & Team never missed – 40+ people at Opportunity Meetings

 - Big Event Attendance – Never Missed & Team never missed

 - Fully Licensed – Life, Securities & Other lines of Business

 - Excellent Presentation Skills – Able to do Opportunity Meeting Presentations

 - Replacement Leg = Striving to RVP, Field Training a Team doing \$10K premium+ or (2 Legs @ \$5K each)

 - Team Cohesion
 - Team activities i.e.; potlucks, dream selling activities, new home tours, dream cars, etc.

 - Constant communication with Up-line Leader.

 - “Squeaky Wheeler” – Always open & looking for advice from Up-lines

 - Patiently Intense - “Sense of Urgency”

 - Emotionally mature – Did not create or get involved with minor “drama”

 - Good Character - Integrity, Honest, Loyal – Willing to take the “High Road”

 - Support System in place for children; nanny, grandparents, etc.;

The Formula to a Big Base Shop

The Numbers are the Numbers

Based on an average of \$800 per case;
this is the key to your next promotion!

| Number of Licensed Codes (Includes you) | Number of Licensed Producers (20% Rule) | Total Number of Cases per month | Total Premium per month |
|--|--|---------------------------------|-------------------------|
| 10 | 2 | 4 to 6 | \$3,200 - \$4,800 |
| 20 | 4 | 8 to 12 | \$6,400 - \$9,600 |
| 30 | 6 | 12 to 18 | \$9,600 - \$14,400 |
| 40 | 8 | 16 to 24 | \$12,800 - \$19,200 |
| 50 | 10 | 20 to 30 | \$16,000 - \$24,000 |
| 60 | 12 | 24 to 36 | \$19,200 - \$28,800 |
| 70 | 14 | 28 to 42 | \$22,400 - \$33,300 |
| 80 | 16 | 32 to 48 | \$25,600 - \$38,400 |
| 90 | 18 | 36 to 54 | \$28,800 - \$43,200 |
| 100 | 20 | 40 to 60 | \$32,000 - \$48,000 |