

# the “BUILDER’s” STANDARDS

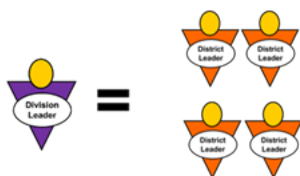
BUILDER’s = Consistent Income

Those that “build” their business using these standards achieve a high level of & long lasting success.

- Earn your District Leader promotion within 90 Days of submitting your IBA with seven to ten PRODUCTIVE Representatives
- Earn the Fast Start Bonus of \$300
- Keep Building SEVEN to TEN PRODUCTIVE “Direct Legs” at all times

## Division Leader:

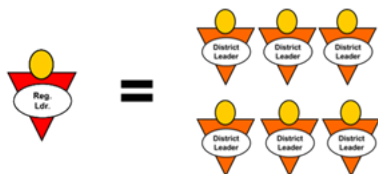
60% Contract + Bonus<sup>1</sup>



- Have 15 – 20 licensed teammates = 3 - 4 LICENSED PRODUCERS
- Submit at New Business Life Applications that total \$10,000 Team Premium within TWO CONSECUTIVE POL “Fly-out” calendar months – the lowest premium month being \$4,000
- Have Team QBI of 70%
- Be actively attending office Training
- \*See Fast Start Bonus Guidelines

## Regional Leader:

70% Contract + Bonus<sup>1</sup>



- Have 20 – 25 licensed teammates = 4 – 5 LICENSED PRODUCERS
- Submit at New Business Life Applications that total \$15,000 Team Premium within TWO CONSECUTIVE POL “Fly-out” calendar months, the lowest premium month being \$5,000
- Have Team QBI of 70%
- Pass the FINRA Series 6 & 63 exam
- Be actively attending office Training

## Regional Vice President (RVP):

90% Contract + Bonus<sup>1</sup>



- Have 50 -60 licensed teammates = 10 - 12 LICENSED PRODUCERS
- Submit at New Business Life Applications that total \$75,000 Team Premium over three consecutive POL “Fly-out” calendar months, the lowest premium month being \$25,000.
- Have the FINRA Series 6 & 63 license
- Have the FINRA Series 26 license
- Have 70% Team QBI
- Be actively attending office Training
- Be FULL-TIME
- OSJ Approval

Refer to the Formula to a Big Base Shop Chart

# Formula To A Built Consistent Income & Strong Promotions

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

Promotion Goal	Number of Licensed Codes	Number of Producing Codes	Total Number of Cases per month	Approximate Total Premium per month
District Contract	10	2	4 to 6	\$3,200 - \$4,800
Division Contract	20	4	8 to 12	\$6,400 - \$9,600
RL Contract	30	6	12 to 18	\$9,600 - \$14,400
	40	8	16 to 24	\$12,800 - \$19,200
RVP Contract	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