

PROMOTIONAL GUIDELINES

\$750,000 IP	MONTHLY	145%	10 LEGS AT \$10K EACH
\$500,000 IP	MONTHLY	140%	8 LEGS AT \$10K EACH
\$400,000 IP	MONTHLY	135%	6 LEGS AT \$10K EACH
\$300,000 IP	MONTHLY	130%	4 LEGS AT \$10K EACH
\$200,000 IP	MONTHLY	125%	2 LEGS AT \$10K EACH

\$150,000 IP	MONTHLY	120%
\$125,000 IP	MONTHLY	115%
\$100,000 IP	MONTHLY	110%
\$90,000 IP	ROLLING	100%
\$75,000 IP	ROLLING	95%
\$60,000 IP	ROLLING	90%
\$45,000 IP	ROLLING	85%
\$30,000 IP	ROLLING	80%
\$15,000 IP	ROLLING	75%
\$5,000 IP	ROLLING	70%
STARTING CONTRACT	ROLLING	65%

TO QUALIFY FOR A NEW CONTRACT LEVEL AN AGENT MUST HIT THE REQUIRED PRODUCTION FOR TWO CONSECUTIVE MONTHS. FFL PRODUCTION MONTHS END ON THE LAST CALENDAR DAY OF EACH MONTH.

FOR ALL CONTRACTS YOUR PERSONAL PRODUCTION AND TOTAL HIERACHY'S PRODUCTION WILL COUNT TOWARDS YOUR PROMOTION. TO MAINTAIN YOUR COMPENSATION LEVEL, YOU MUST ACHIEVE THE REQUIRED PRODUCTION ONCE EVERY THREE MONTHS MINIMALLY.

YOUR BIGGEST LEG CAN ONLY COUNT FOR 50% OF YOUR VOLUME. FOR EXAMPLE, IF YOU HAVE \$750,000 IN VOLUME, ONLY \$375,00 CAN COME FROM YOUR BIGGEST LEG AND THE ADDITIONAL \$375,00 SHOULD COME FROM OUTSIDE OF THAT LEG

