

THE EQUIS SYSTEM

PROMOTION GUIDELINES

		140%		\$1,000,000	FAM EQUIS ADVISORY MEMBER
		137.5%		\$900,000	
		135%		\$800,000	SEMD SENIOR EXECUTIVE MANAGER/DIRECTOR
		132.5%		\$700,000	
		130%	20	\$600,000	
		127.5%		\$500,000	
		125%		\$400,000	EMD EXECUTIVE MANAGER/DIRECTOR
		122.5%		\$300,000	
ER11	\$40,000	120%		\$200,000	NMD NATIONAL MANAGER/DIRECTOR
ER10	\$32,500	115%	15	\$150,000	RMD REGIONAL MANAGER/DIRECTOR
ER9	\$25,000	110%	10	\$125,000	EM EXECUTIVE MANAGER
ER8	\$20,000	105%	7	\$100,000	NM NATIONAL MANAGER
ER7	\$17,500	100%	5	\$75,000	RM REGIONAL MANAGER
ER6	\$15,000	95%	4	\$50,000	
ER5	\$12,500	90%	3	\$30,000	SM SALES MANAGER
ER4	\$10,000	85%	2	\$25,000	
ER3	\$7,500	80%	1	\$20,000	
ER2	\$5,000 <small>APV</small>	75%	1	\$15,000 <small>APV</small>	ER
ER1	START	70%		START	

 Qualify for Diamond Elite Producer

 Qualify for Platinum Elite Producer

 Qualify for Gold Elite Producer

 Qualify for Silver Elite Producer

PRODUCER TRACK

Producer track is based on Paid Bonusable APV*

MANAGER TRACK

Manager track is based on Qualified Unique Writers (QUW)* and Paid Bonusable APV*

BONUS GUIDELINES

BUILDERS' BONUS

TIER 3

(1ST-3RD GENERATION)

\$500,000 - \$599,999	10 RM = \$25,000
\$600,000 - \$699,999	12 RM = \$30,000
\$700,000 - \$799,999	14 RM = \$35,000
\$800,000 - \$899,999	16 RM = \$40,000
\$900,000 - \$999,999	18 RM = \$45,000
\$1,000,000 +	20 RM = \$50,000

TIER 2

(1ST GENERATION)

\$250,000 - \$299,999	1 RM = \$7,500
\$300,000 - \$349,999	2 RM = \$10,000
\$350,000 - \$399,999	3 RM = \$12,500
\$400,000 - \$449,999	4 RM = \$15,000
\$450,000 - \$499,999	5 RM = \$17,500

TIER 1

\$50,000 - \$74,999	5 QUW = \$1,500
\$75,000 - \$99,999	7 QUW = \$2,000
\$100,000 - \$149,999	10 QUW = \$3,000
\$150,000 - \$199,999	15 QUW = \$4,000
\$200,000 - \$249,999	20 QUW = \$6,000

BASESHOP BONUS

IN 1 MONTH, PROMOTE:

1 SM = \$500

1 RM = \$2,500

PRODUCER BONUS

\$10,000 - \$14,999	= \$150
\$15,000 - \$19,999	= \$250
\$20,000 - \$29,999	= \$500
\$30,000 - \$39,999	= \$750
\$40,000 - \$49,999	= \$1,000
\$50,000 +	= \$2,500

PROMOTION & BONUS QUALIFICATION GUIDELINES

Qualification period: Initial qualification requires guidelines to be met for 2 consecutive months. **Requalification period:** To requalify for a level, guidelines must be met at least 2 out of 6 consecutive months. **Acceptable placement and persistency:** You must maintain at least 68% placement and 78.5% persistency while being in good standing with the company at the time of promotion. **50% rule:** During promotion or bonus calculations, no more than 50% of the paid production value may come from any leg within your hierarchy. **Maximum credits:** \$2,500 maximum credit per application. **Skipping levels:** Levels can be skipped as long as you are in good standing with the company. ***Qualified Unique Writer (QUW):** Agent that has 3 issued paid applications of non-controlled business, excluding children's and accidental policies. ***Paid Bonusable APV:** Paid application that meets bonus guidelines.