

SYMMETRY FINANCIAL GROUP

STEPS TO AGENCY OWNER

PROMOTION GUIDELINES AND LEVELS OF LEADERSHIP

 Symmetry Promotion Guidelines April 2018

Promotion Guidelines

Contract Level & A Lead Cost	Annualized Premium	Minimum Promotable Premium & Unique Writer Minimum	Time Frame
60 MP: \$27.50 / FE: \$20.00	New Agent	n/a n/a	n/a
65 MP: \$29.50 / FE: \$20.50	\$7,500	\$4,875 n/a	2 consecutive months
70 MP: \$31.00 / FE: \$21.50	\$10,000	\$6,500 n/a	2 consecutive months
75 MP: \$31.50 / FE: \$22.00	\$15,000	\$9,750 n/a	2 consecutive months
80 MP: \$34.00 / FE: \$23.00	\$25,000	\$16,250 n/a	2 consecutive months
85 MP: \$36.00 / FE: \$25.00	\$50,000	\$32,500 7 Unique Writers	2 consecutive months
90 MP: \$38.00 / FE: \$27.00	\$75,000	\$48,750 11 Unique Writers	2 consecutive months
95 MP: \$40.50 / FE: \$30.00	\$100,000	\$65,000 15 Unique Writers	2 consecutive months
100 MP: \$42.50 / FE: \$32.50	\$150,000	\$97,500 23 Unique Writers	3 consecutive months
105 MP: \$43.00 / FE: \$34.00	\$225,000	\$146,250 34 Unique Writers	3 consecutive months
110 MP: \$43.00 / FE: \$34.50	\$350,000	\$227,500 53 Unique Writers	3 consecutive months

Please check your commission schedules for all products with each carrier as actual commission amounts may vary. Minimum Promotable Premium is based on a 65% of APV requirement and must be met each qualifying month. A \$150 or higher Paid Premium Per Lead is required for each qualifying month. Maximum credit per sale is \$7,500. No more than 50% from one leg of downline business may count towards a promotion. The Unique Writer minimum is required for at least the final qualifying month. A 60%, 90 day, rolling net placed average is required for any promotions. Any debt to SFG or your direct upline must be cleared before a promotion will be applied.

Levels of Leadership



PRODUCER BONUS

Bonus Structure

All bonuses are paid monthly.

Producer Bonus

Requirements and Rules:

1. \$150 minimum (90 day rolling) PPL to qualify
 - a. \$150-\$199 PPL = 50% bonus
 - b. \$200+ PPL = full bonus
2. Max case credit = \$7500
3. Guaranteed issue products are excluded
4. Annuities and certain carriers excluded

MONTHLY NET PLACED AMOUNT	BONUS PERCENTAGE
\$10,000-\$14,999	2%
\$15,000-\$19,999	2.25%
\$20,000-\$24,999	2.5%
\$25,000-\$29,999	3%
\$30,000-\$39,999	4%
\$40,000 +	5%

11 MONTHS TO AGENCY OWNER

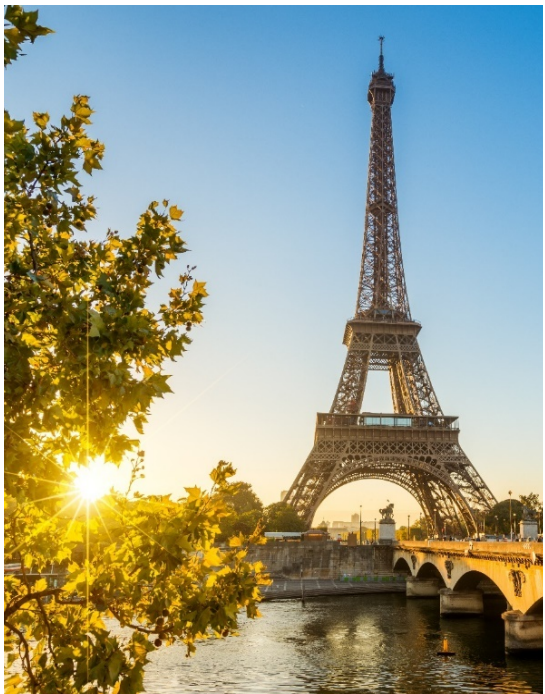
Personal Sales

Team Sales

	<u>Sales</u>	<u>Comm. %</u>	<u>Comm. \$</u>	<u># of Writers</u>	<u>Team Sales</u>	<u>Overrides</u>	<u>Total \$</u>
Month 1 : <small>SALES REP</small>	\$7500	60%	\$2700	0	\$0	\$0	\$2,700
Month 2 :	\$7500	60%	\$2700	1	\$7500	\$0	\$2,700
Month 3 :	\$10000	65%	\$3900	2	\$15000	\$450	\$4,350
Month 4 : <small>TEAM LEADER</small>	\$10000	65%	\$3900	3	\$25000	\$450	\$4,350
Month 5 :	\$15000	70%	\$6300	4	\$35000	\$1500	\$7,800
Month 6 : <small>KEY LEADER</small>	\$15000	70%	\$6300	5	\$50000	\$1500	\$7,800
Month 7 :	\$15000	75%	\$6750	6	\$65000	\$3300	\$10,050
Month 8 :	\$15000	75%	\$6750	7	\$80000	\$3450	\$10,200
Month 9 :	\$15000	80%	\$7200	8	\$95000	\$6300	\$13,500
Month 10 :	\$15000	80%	\$7200	9	\$110000	\$6300	\$13,500
Month 11: <small>AGENCY OWNER</small>	\$15000	85%	\$7650	10	\$117500	\$8925	\$16,575

* Assuming 80% issue rate and each writer follows in your footsteps for sales.

TRIPS AND INCENTIVES



HOW TO START?

Step 1: Warm Market

- ▶ Who do you know in sales or is good with people?
- ▶ Who do you know that needs extra part time or full time income?
- ▶ Who do you know that would be great at this?
- ▶ Let us do all the work

Step 2: Craigslist

- ▶ Post 2-4 CL ads per week
- ▶ Check with your upline for specific instructions
- ▶ Start learning the system

Step 3: ZipRecruiter

- ▶ Post in 10-20 cities
- ▶ Check with your upline for specific instructions
- ▶ Run a business