

BUILDER TRACK

RM

2 MONTHS CONSECUTIVE
QUALIFICATION

120%	\$70,000 5 QERs (BASESHOP)
115%	\$60,000 5 QERs
110%	\$50,000 5 QERs

VP

3 MONTHS CONSECUTIVE
QUALIFICATION

130%	\$125,000 10 QERs
127.5%	\$100,000 10 QERs
125%	\$90,000 10 QERs
122.5%	\$80,000 10 QERs

SVP

3 MONTHS CONSECUTIVE
QUALIFICATION

140%	\$250,000 20 QERs
137.5%	\$200,000 20 QERs
135%	\$175,000 20 QERs
132.5%	\$150,000 20 QERs

*Builder Track Production is Paid, Bonusable APV for Basehop Only

PRODUCER BONUS

\$20,000 - \$29,999	\$30,000 - \$39,999	\$40,000 - \$49,999	\$50,000 - \$59,999	\$60,000+
\$1,000	\$1,500	\$2,000	\$3,000	\$4,000

PRODUCER TRACK

3 MONTHS CONSECUTIVE
QUALIFICATION

130%	\$50,000
125%	\$40,000
120%	\$32,500

2 MONTHS CONSECUTIVE
QUALIFICATION

115%	\$25,000
110%	\$20,000
105%	\$15,000
100%	\$12,500
95%	\$10,000
90%	\$7,500
85%	\$5,000
80%	START

*Promotion and bonus qualifications are subject to change at any time.

**Qualification details are posted in the Equis Training Center

- **Manager Promotion Re-qualification Period:** To re-qualify for a Regional Manager (RM) or above, guidelines must be met at least 2 non-consecutive months out of each 6-month period (January – June and July – December).
- **Compensation Level Re-qualification Period:** To re-qualify for a compensation level of 120% or above, guidelines must be met at least 2 non-consecutive months out of each 6-month period (January – June and July – December).
- **Placement and Persistency:** Must maintain company-acceptable placement and persistency.
- **50% Rule:** During promotion or bonus calculations, no more than 50% of the paid production value may come from any leg in the downline. Your own personal production counts as a leg.
- **Qualified Equis Representative (QER):** An agent that has issued paid 3 bonusable applications. The direct manager may also be counted as a QER if these qualifications are met.
- **Paid Bonusable APV:** Paid production that meets bonus guidelines; excludes unreported, controlled, and guaranteed issue business, Foresters Your Term, LSW Term, and health, pet, children's and accidental policies (subject to change).
- **Maximum Credits On Each Application:** 5% up to a \$5,000 maximum credit per annuity application and up to \$5,000 maximum credit per life application.
- **Must maintain good standing with the company to qualify for a promotion.**