

# THE EQUIS SYSTEM

## PROMOTION GUIDELINES

		140%		\$1,000,000	EAM EQUIS ADVISORY MEMBER
		137.5%		\$900,000	
		135%		\$800,000	SEMD SENIOR EXECUTIVE MANAGEMENT DEVELOPER
		132.5%		\$700,000	
		130%	20	\$600,000	
		127.5%		\$500,000	
		125%		\$400,000	EMD EXECUTIVE MANAGEMENT DEVELOPER
		122.5%		\$300,000	
		120%		\$200,000	NMD NATIONAL MARKETING DIRECTOR
	ER11	\$40,000			
	ER10	\$32,500	15	\$150,000	RMD REGIONAL MARKETING DIRECTOR
	ER9	\$25,000	10	\$125,000	EM EXECUTIVE MANAGER
	ER8	\$20,000		\$100,000	NM NATIONAL MANAGER
	ER7	\$17,500	7	\$75,000	RM REGIONAL MANAGER
	ER6	\$15,000	5	\$50,000	
	ER5	\$12,500	4	\$30,000	SM SALES MANAGER
	ER4	\$10,000	3	\$25,000	
	ER3	\$7,500	2	\$20,000	
	ER2	\$5,000 APV	1 QUW	\$15,000 APV	ER
	ER1	START		START	
<b>PRODUCER TRACK</b>		<b>MANAGER TRACK</b>			
Producer track is based on Paid Bonusable APV*		Manager track is based on Qualified Unique Writers (QUW)* and Paid Bonusable APV*			

## BONUS GUIDELINES

### BUILDERS' BONUS

TIER 3 BASED ON MASTER AGENCY (1 <sup>ST</sup> -3 <sup>RD</sup> 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 BASED ON MASTER AGENCY (1 <sup>ST</sup> 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 BASED ON BASESHOP	
\$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 65% placement and 78.5% persistency while being in good standing with the company at the time of promotion and bonus. **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.