

# Incentive Summary

## NEW AGENT START UP

**License Reimbursement** .....Licensing expenses paid for \$50,000 NAP  
**Sales Academy** .....Expenses credited \$50 per \$800 NAP for: air, hotel, mileage  
**Quick Start Bonus** .....Recruits earn \$1,000 for \$10,000 NAP and 4 FIT modules

## RECRUITING

**Career Track Recruiting Bonus**.....Recruiter can earn \$1,500–\$3,000

## AGENCY BUILDER

**Career Track Stock and Cash Bonus**.....Earn up to \$3,000 in Cash and Stock

## PERSONAL SALES

**Monthly Cash Bonus** .....Earn up to \$66,000 Monthly Cash and Stock Bonuses

## TRIPS / TRAINING

**Minneapolis / Los Cabos** .....4 Levels in 22 weeks / Annual Qualification  
**LA 101** .....Two Green Outs –OR– \$25,000 NAP past 6 months  
**LA 201** .....Field Director and above –OR– Agency Builders with 25 total submitting Agents  
Professionals in the previous full quarter –OR– 1 Direct Recruit and \$30,000 NAP in the  
previous full quarter  
**LA 301** .....Market Director and above –OR– 3 Direct Recruits and \$30,000 NAP in previous full quarter  
**LA Masters** .....Invitation only through results

## TOP RECOGNITION | Dare You (13 Weeks)

**Sales Professionals**.....\$60,000 NAP  
**Agency Builders**.....\$200,000 NAP and 3 Direct Recruits  
**Agency Organization**.....13 Agency Recruits

**NOTE:** This is only a summary, please refer to the details of the 2020 Incentive, Awards and Recognition booklet.