

Executive Team
Agency Track
EXECUTIVE BOARD MEMBER
\$600,000
BOARD MEMBER
\$300,000
NATIONAL AGENCY DIRECTOR
\$250,000
NATIONAL SALES DIRECTOR
\$200,000
Management Team
Producer Track
Agency Track
NATIONAL SALES MANAGER
\$40,000
\$150,000
REGIONAL SALES MANAGER
\$30,000
\$125,000
DISTRICT SALES MANAGER
\$25,000
\$100,000
AREA SALES MANAGER
\$20,000
\$75,000
Advisor Team
EXECUTIVE ADVISOR
\$15,000
\$35,000
SENIOR ADVISOR
\$12,000
\$25,000
ADVISOR
\$10,000
\$20,000
AGENT
\$5,000
\$15,000
REPRESENTATIVE
STARTING POINT

Lasting Mark production requirements are based on Issued/Paid premium. To qualify for a new contract level, a Producer/Agency must hit the required monthly production for three consecutive months. For "Producer Track", IP premium is based on personal production only. For "Agency Track", both personal production and your total hierarchy's production will count toward your promotion. The 50% Max Rule does apply to "Agency Track". If one of your direct downlines counts for over 50% of your entire hierarchy's production, you will only receive 50% credit for that block of business. The commission rate represents your Lasting Mark contract commission. Some contracts/products may vary - see the Lasting Mark Comp Grid for details.



Contract Levels

	HOME PROTECTOR	SAFECARE TERM	SENIOR CHOICE	PLATINUM SOLUTION	EASY TERM	INTELLIGENT CHOICE (IUL)	ACCENDO FE	GUARANTEED ISSUE
EXECUTIVE BOARD MEMBER	145%	145%	135%	135%	115%	135%	137%	75%
BOARD MEMBER	140%	140%	130%	130%	110%	130%	130%	70%
NATIONAL AGENCY DIRECTOR	135%	135%	125%	125%	105%	125%	125%	70%
NATIONAL SALES DIRECTOR	130%	130%	120%	120%	100%	120%	120%	65%
NATIONAL SALES MANAGER	125%	125%	115%	115%	95%	115%	115%	65%
REGIONAL SALES MANAGER	120%	120%	110%	110%	90%	110%	107.5%	60%
DISTRICT SALES MANAGER	115%	115%	105%	105%	85%	105%	100%	60%
AREA SALES MANAGER	110%	110%	100%	100%	80%	100%	92.5%	55%
EXECUTIVE ADVISOR	105%	105%	95%	95%	75%	95%	85%	55%
SENIOR ADVISOR	100%	100%	90%	90%	70%	90%	85%	50%
ADVISOR	95%	95%	85%	85%	65%	85%	77.5%	50%
AGENT	90%	90%	80%	80%	60%	80%	77.5%	45%
REPRESENTATIVE	85%	85%	75%	75%	55%	75%	70%	45%

Aflac

TRANSAMERICA®

SBLI®

Contract Levels

EXECUTIVE BOARD MEMBER	130%
BOARD MEMBER	123%
NATIONAL AGENCY DIRECTOR	118%
NATIONAL SALES DIRECTOR	113%
NATIONAL SALES MANAGER	108%
REGIONAL SALES MANAGER	100%
DISTRICT SALES MANAGER	93%
AREA SALES MANAGER	85%
EXECUTIVE ADVISOR	78%
SENIOR ADVISOR	70%
ADVISOR	70%
AGENT	63%
REPRESENTATIVE	63%

IMMEDIATE SOLUTIONS	10 PAY	EASY SOLUTIONS	FE EXPRESS SOLUTIONS
130%	110%	85%	145%
125%	105%	80%	140%
120%	100%	75%	135%
115%	95%	70%	130%
110%	90%	65%	125%
105%	85%	60%	120%
100%	80%	55%	115%
95%	80%	55%	110%
90%	75%	45%	105%
85%	70%	45%	100%
80%	67.5%	40%	95%
75%	65%	35%	90%
70%	62.5%	30%	85%

QUALITY TERM (MORTGAGE PROTECTION)	CHILD RIDER	ACCIDENTAL
140%	14%	89%
135%	13.5%	88%
130%	13%	87%
125%	12.5%	86%
120%	12%	85%
115%	11.5%	82.5%
110%	11%	80%
105%	10.5%	77.5%
100%	10%	75%
95%	9.5%	72.5%
90%	9%	70%
85%	8.5%	67.5%
80%	8%	65%

ETHOS

Allstate®

Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

LEGAL &
GENERAL
PRIME

LEGAL &
GENERAL
ELEVATED RISK
TERM

TRUSTAGE
TAWL

TRUSTAGE
SITL

TRUSTAGE
GAWL

113%

113%

105%

65%

40%

108%

108%

103%

63%

38%

103%

103%

100%

60%

35%

98%

98%

98%

58%

33%

93%

93%

95%

55%

30%

88%

88%

93%

53%

28%

83%

83%

90%

50%

25%

78%

78%

88%

48%

23%

73%

73%

85%

45%

20%

68%

68%

83%

43%

18%

63%

63%

80%

40%

15%

58%

58%

78%

38%

13%

53%

53%

75%

35%

10%

FINAL
EXPENSE
LEVEL

FINAL
EXPENSE
GRADED

117.5%

86%

115%

84%

110%

82%

107.5%

80%

105%

78%

100%

75%

95%

72%

90%

69%

85%

66%

80%

63%

70%

60%

60%

55%

50%

50%



Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

TERM LIFE
EXPRESS

LIVING
PROMISE FE

INDEX
UNIVERSAL
LIFE EXPRESS

CHILDREN'S
WL

UNIVERSAL
LIFE

INDEX
UNIVERSAL
LIFE

SIGNATURE
TERM
EXPRESS

CASH BACK
LIFE

145%

135%

135%

110%

115%

130%

130%

100%

140%

130%

130%

105%

110%

125%

125%

95%

135%

125%

125%

100%

105%

120%

120%

90%

130%

120%

120%

95%

100%

115%

115%

85%

125%

115%

115%

90%

95%

110%

110%

80%

120%

110%

110%

85%

90%

105%

105%

75%

115%

105%

105%

80%

85%

100%

100%

70%

110%

100%

100%

75%

80%

95%

95%

65%

105%

95%

95%

70%

75%

90%

90%

60%

100%

90%

90%

65%

70%

85%

85%

55%

95%

86%

85%

60%

65%

80%

80%

50%

90%

82%

80%

55%

60%

75%

75%

45%

85%

78%

75%

50%

55%

70%

70%

40%



Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

SIMPLIFIED
ISSUE
WHOLE LIFE

JET TERM

SINGLE
PREMIUM WL

SECURE UL

130%

130%

16.5%

130%

125%

125%

16.0%

125%

120%

120%

15.5%

125%

115%

115%

15%

120%

110%

110%

14.5%

112.5%

105%

110%

14%

110%

100%

100%

13.5%

105%

95%

95%

13%

100%

90%

90%

12%

95%

85%

85%

11%

90%

80%

80%

10%

85%

75%

75%

9%

80%

70%

70%

8%

75%

HMS 125

CBO

IUL (NEW)

EAGLE
SELECT
/FE

135%

125%

125%

135%

130%

120%

120%

130%

125%

115%

115%

125%

110%

100%

110%

120%

105%

95%

105%

115%

100%

90%

100%

110%

95%

85%

95%

105%

90%

80%

90%

100%

85%

75%

85%

95%

80%

70%

80%

90%

75%

65%

75%

85%

70%

60%

70%

80%

65%

55%

65%

75%



Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

UL/IUL

TERM/WL

ANNUITY

110%

110%

7.5%

105%

105%

7.0%

100%

100%

6.75%

95%

95%

6.5%

90%

90%

6.25%

85%

85%

6.0%

80%

80%

5.0%

75%

75%

4.5%

70%

70%

4.0%

65%

65%

3.3%

60%

60%

3.3%

55%

55%

2.7%

50%

50%

2.7%

SIMPL

FLEX 4
LIFE

130%

115.75%

125%

115%

120%

110%

115%

105%

110%

100%

105%

95%

100%

90%

95%

85%

90%

80%

85%

75%

80%

70%

75%

65%

70%

60%

FINAL
EXPENSE

140%

135%

130%

125%

120%

115%

110%

105%

100%

90%

85%

80%

75%

I PROVIDE
(PREFERRED)

135%

130%

125%

120%

115%

110%

105%

95%

85%

75%

65%

65%

65%

Foresters Financial

corebridge financial

Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

PLAN RIGHT

STRONG
FOUNDATION

SMART UL

ADVANTAGE
PLUS

130%

140%

115%

110%

125%

135%

110%

105%

120%

130%

105%

100%

115%

125%

100%

95%

110%

120%

95%

90%

105%

115%

90%

85%

100%

110%

87.5%

80%

95%

105%

82.5%

75%

90%

100%

80%

75%

85%

95%

77.5%

70%

80%

90%

75%

65%

75%

85%

72.5%

60%

70%

80%

70%

55%

GI

SIMPLY
NOW (MAX)

SIMPLY
NOW

90%

142%

97%

85%

137%

94.5%

80%

127%

87%

80%

127%

87%

75%

122%

82%

70%

117%

77%

65%

112%

72%

65%

112%

72%

60%

107%

67%

55%

102%

62%

50%

97%

57%

45%

92%

52%

45%

92%

52%



Contract Levels

EXECUTIVE BOARD MEMBER

BOARD MEMBER

NATIONAL AGENCY DIRECTOR

NATIONAL SALES DIRECTOR

NATIONAL SALES MANAGER

REGIONAL SALES MANAGER

DISTRICT SALES MANAGER

AREA SALES MANAGER

EXECUTIVE ADVISOR

SENIOR ADVISOR

ADVISOR

AGENT

REPRESENTATIVE

SIMPL TERM	PROTECTIVE UL/IUL	ACCUMULATION IUL	PROTECTION TERM	VITALITY TERM
135%	90%	90%	85%	85%
130%	90%	90%	85%	85%
125%	90%	90%	85%	85%
120%	75%	75%	70%	70%
115%	75%	75%	70%	70%
110%	75%	75%	70%	70%
105%	75%	75%	70%	70%
100%	75%	75%	70%	70%
95%	75%	75%	70%	70%
90%	75%	75%	70%	70%
85%	60%	60%	50%	50%
80%	60%	60%	50%	50%
75%	60%	60%	50%	50%

WHOLE LIFE	GRADED
80%	65%
80%	60%
75%	55%
75%	55%
70%	55%
70%	50%
65%	45%
65%	45%
60%	40%
60%	40%
55%	35%
55%	35%
55%	35%



Contract Levels

EXECUTIVE BOARD MEMBER

80%

75%

120%

115%

125%

8%

85%

BOARD MEMBER

75%

70%

115%

110%

120%

7%

80%

NATIONAL AGENCY DIRECTOR

70%

65%

110%

105%

115%

6%

75%

NATIONAL SALES DIRECTOR

70%

65%

105%

100%

110%

5%

65%

NATIONAL SALES MANAGER

65%

60%

100%

95%

105%

6%

65%

REGIONAL SALES MANAGER

65%

60%

95%

90%

100%

6%

65%

DISTRICT SALES MANAGER

60%

55%

90%

85%

95%

6%

65%

AREA SALES MANAGER

60%

55%

85%

80%

90%

6%

65%

EXECUTIVE ADVISOR

55%

50%

80%

75%

80%

6%

65%

SENIOR ADVISOR

55%

50%

75%

70%

70%

6%

65%

ADVISOR

50%

45%

70%

65%

60%

6%

65%

AGENT

50%

45%

65%

60%

50%

6%

65%

REPRESENTATIVE

45%

40%

60%

55%

40%

6%

65%



Trinity Life
Insurance Company

Contract Levels

	GOLDEN EAGLE WL	VALUE BUILDER	FIRST WL	TERM	ANNUNITIES
EXECUTIVE BOARD MEMBER	110%	62.5%	85%	95%	4.9%
BOARD MEMBER	105%	60%	80%	90%	4.5%
NATIONAL AGENCY DIRECTOR	100%	57.5%	75%	85%	4.2%
NATIONAL SALES DIRECTOR	95%	55%	70%	80%	3.8%
NATIONAL SALES MANAGER	90%	52.5%	67.5%	77.5%	3.4%
REGIONAL SALES MANAGER	85%	50%	65%	75%	3%
DISTRICT SALES MANAGER	80%	47.5%	60%	70%	2.8%
AREA SALES MANAGER	75%	45%	57.5%	67.50%	2.8%
EXECUTIVE ADVISOR	70%	42.5%	55%	65%	2.7%
SENIOR ADVISOR	65%	40%	50%	60%	2.6%
ADVISOR	60%	35%	47.5%	60%	2.5%
AGENT	55%	32.5%	45%	50%	2.35%
REPRESENTATIVE	50%	30%	40%	45%	2.25%