

TEAM TENACIOUS PROMOTION GUIDELINES

**Must be ACTIVE & Attendance to meetings/trainings is REQUIRED for all promotions

All Agents MUST Witness THREE Life Training Sales Before Going Solo

REGIONAL VICE PRESIDENT

110%

- ✓ 20 **New** Team Recruits, 2 Months in a Row
- ✓ \$20,000 Team Premium, 2 Months in a Row
- ✓ Principal Series 26 Licensed
- ✓ Ownership Exchange* (Replacement Leg(s))
- ✓ 1 Regional Leader + 5 Other Districts, 30 Licensed Agents
- ✓ 72% QBI or Above

REGIONAL LEADER

70%

- ✓ 7 **New** Team Recruits
- ✓ \$7,500 Team BP in 1 Month
- ✓ Series 6 & 63 Licensed
- ✓ 3 Direct Districts OR 1 Direct Division + 1 District
- ✓ 5 Licensed Agents Total

DIVISION LEADER

60%

- ✓ 5 **New** Team Recruits
- ✓ \$5,000 Team BP in 1 Month
- ✓ Complete SIE + Submit U4 Electronically
- ✓ 1 Direct District
- ✓ 3 Licensed Agents Total (including yourself)

DISTRICT LEADER

50%

- ✓ 3 **Active** Direct Recruits (Cumulative)
- ✓ \$2,500 BP in 1 Month
- ✓ Life Licensed

SPRINT TO DISTRICT

- ✓ 1st 30 Days → 3 Direct Recruits + 3 Field Training Observations
- ✓ 1st 60 Days → Complete PFSU
- ✓ 1st 90 Days → Pass Life Exam

SENIOR REPRESENTATIVE

35%

- ✓ 1 Direct Recruit
- ✓ 1 Life Training Sale or Field Training Observation (*can be New Associate's personal*)
- ✓ Complete **Master Copy**

Not all families you approach will purchase the same "mix" of products. Your actual earnings will depend on the actual sales you make. You must do at least 1 direct recruit and \$1,500 in personal premium to advance to any other level. You may not use more than 50% of any one leg to trigger your promotion.

*Ownership exchange calls for you to leave behind people to take your place when you leave. The RVP has a choice of 1 Regional Leader, or 2 Division Leaders, and ultimately the discretion to promote and name the proper replacement. You must average \$10,000 in team premium outside of the replacement leg, of which your production can only count for half, and have 20 total life licensed agents after replacement; you must do at least 2 direct recruits and \$4,000 personal premium in each of the 2 months.

**Active means yourself and associates under you, engaged in regular pursuit of licensing and field training!