



# LIGHTNING

## PROMOTION GUIDELINES

LIGHTNING HIERARCHY			IN ONE MONTH	CONTRACT	AVERAGE COMMISSION PER SALE <sup>*1</sup>
	<b>REGIONAL VICE PRESIDENT</b>	Fully Licensed 50 Licensed Agents	30 RECRUITS X \$30,000 <sup>*2</sup>	110%	\$1100
	<b>SENIOR REGIONAL LEADER</b>	Pass Series 26	20 RECRUITS X \$20,000	80%	\$800
	<b>REGIONAL LEADER</b>	Pass Series 6 and 63	15 RECRUITS X \$15,000	70%	\$700
	<b>DIVISION LEADER</b>	SIE Passed	10 RECRUITS X \$10,000	60%	\$600
	<b>DISTRICT LEADER</b>	Pass State Life License Exam	6 RECRUITS X \$6,000	50%	\$500
	<b>SENIOR REP</b>	Pre-Licensing Class & Schedule Life Exam	3 RECRUITS X \$3,000	35%	\$350
<b>REP</b>		Set your FAST START Appointments	<b>START!</b>	25%	\$250

\*1 Based on average Life Insurance Policy Premium of \$1000.00 per year / \$83.00 per month

\*2 Must meet production requirements in 2 consecutive months for RVP promotion

FAST START IN FIRST 30 DAYS			FAST START BONUS	IN FIRST 30 DAYS	CONTRACT	AVERAGE COMMISSION PER SALE <sup>*1</sup>
	<b>SENIOR REGIONAL LEADER</b>	<del>Pass Series 6 and schedule 63</del> Fully Independent	\$4000	20 RECRUITS X \$20,000	80%	\$800
	<b>REGIONAL LEADER</b>	<del>SIE Passed &amp; File U4</del> Fully Independent <sup>*2</sup>	\$3000	15 RECRUITS X \$15,000	70%	\$700
	<b>DIVISION LEADER</b>	<del>SIE Test Scheduled</del>	\$1000	<del>10</del> 5 RECRUITS <del>10</del> X \$5,000	60%	\$600
	<b>DISTRICT LEADER</b>	<del>Pass State Life License Exam</del>	\$600	<del>6</del> 3 RECRUITS <del>6</del> X \$3,000	50%	\$500
	<b>SENIOR REP</b>	Pre-Licensing Class & Schedule Life Exam	\$200	<del>3</del> 1 RECRUIT <del>3</del> X \$1,000	35%	\$350
<b>REP</b>		Set your FAST START Appointments		<b>START!</b>	25%	\$250

\*1 Based on average Life Insurance Policy Premium of \$1000.00 per year / \$83.00 per month

\*2 Must be fully Independent within 30 days of being licensed