



# Ultimate Multi-Pay System

Promotional Levels	Comp. Levels	Promotion Guidelines
<b>REP</b> Representative	<b>50%</b>	<ul style="list-style-type: none"> <li>■ Become a AJF Qualified Associate</li> </ul>
<b>DM</b> District Manager	<b>55%</b>	<ul style="list-style-type: none"> <li>■ Complete 5,000 CP in Personal Volume</li> <li>■ or 5,000 CP from your Agency Sales</li> </ul>
<b>DVM</b> Division Manager	<b>60%</b>	<ul style="list-style-type: none"> <li>■ Complete 25,000 CP in Personal Volume</li> <li>■ or 25,000 CP from your Agency Sales</li> </ul>
<b>RVP</b> Regional Vice President	<b>70%</b>	<ul style="list-style-type: none"> <li>■ Complete 60,000 CP in Personal Volume</li> <li>■ or Direct Legs Producing 60,000 CP Agency Sales (1)</li> <li>■ Minimum Personal Sales \$15,000 in 12 Months (2)</li> </ul>
<b>SVP</b> Senior Vice President	<b>75%</b>	<ul style="list-style-type: none"> <li>■ Complete 100,000 CP in Personal Volume</li> <li>■ or Direct Legs Producing 100,000 CP Agency Sales (1)</li> <li>■ Minimum Personal Sales \$15,000 in 12 Months (2)</li> </ul>
<b>NVP</b> National Vice President	<b>80%</b>	<ul style="list-style-type: none"> <li>■ Complete 150,000 CP in Personal Volume</li> <li>■ or Direct Legs Producing 150,000 CP Agency Sales (1)</li> <li>■ Minimum Personal Sales \$20,000 in 12 Months (2)</li> </ul>
<b>SNVP</b> Senior National Vice President	<b>85%</b>	<ul style="list-style-type: none"> <li>■ Complete 200,000 CP in Personal Volume</li> <li>■ or Direct Legs Producing 200,000 CP Agency Sales (1)</li> <li>■ Minimum Personal Sales \$20,000 in 12 Months (2)</li> </ul>
<b>Co-Founder</b>	<b>90%</b>	<ul style="list-style-type: none"> <li>■ Complete 250,000 CP in Personal Volume</li> <li>■ or Direct Legs Producing 250,000 CP Agency Sales (1)</li> <li>■ Minimum Personal Sales \$25,000 in 12 Months (2)</li> </ul>
		<b>Ultimate Compensation</b>
<p>1) Starting at RVP level a Maximum of 1/3 CP from any individual leg can contribute to the promotional level volume requirement</p> <p>2) Minimum annual income requirements at RVP Level and above must be met to advance to the next level.</p> <p>3) Must be insurance licensed to receive commissions on the sale of insurance products.</p> <p>4) All promotions and commissionable production credit is based on actual closed target premium.</p> <p>5) Subject to carrier commission levels. When the carrier does not have a level, AJF will pay the agent at the higher level</p>		<ul style="list-style-type: none"> <li><input checked="" type="checkbox"/> <b>Personal Sales</b></li> <li><input checked="" type="checkbox"/> <b>Field Training</b></li> <li><input checked="" type="checkbox"/> <b>Agency Overrides</b></li> <li><input checked="" type="checkbox"/> <b>Renewals</b></li> <li><input checked="" type="checkbox"/> <b>Incentive Programs</b></li> </ul>