



FFL PROMOTIONAL GUIDELINES

BUILDER CONTRACTS

145% **\$750,000** TOTAL HIERARCHY ISSUED PAID

140% **\$350,000** TOTAL HIERARCHY ISSUED PAID

135% **\$300,000** TOTAL HIERARCHY ISSUED PAID

PRODUCER CONTRACTS

130% **\$60,000**
PERSONAL PRODUCTION ISSUED PAID

125% **\$50,000**
PERSONAL PRODUCTION ISSUED PAID

120% **\$40,000**
PERSONAL PRODUCTION ISSUED PAID

115% **\$30,000**
PERSONAL PRODUCTION ISSUED PAID

110% **\$20,000**
PERSONAL PRODUCTION ISSUED PAID

105% **\$15,000**
PERSONAL PRODUCTION ISSUED PAID

100% **\$10,000**
PERSONAL PRODUCTION ISSUED PAID

95% **\$5,000**
PERSONAL PRODUCTION ISSUED PAID

90% **STARTING CONTRACT**

BUILDER CONTRACTS

\$250,000
TOTAL HIERARCHY ISSUED PAID

\$200,000
TOTAL HIERARCHY ISSUED PAID

\$150,000
TOTAL HIERARCHY ISSUED PAID

\$125,000
TOTAL HIERARCHY ISSUED PAID

\$100,000
TOTAL HIERARCHY ISSUED PAID

\$75,000
TOTAL HIERARCHY ISSUED PAID

\$25,000
TOTAL HIERARCHY ISSUED PAID

\$20,000
TOTAL HIERARCHY ISSUED PAID

To qualify for a new contract level an agent must hit the required production for **consecutive** months. FFL Production months end on the last Thursday of each month. For **builder contracts**, only your personal production numbers will count toward your promotion.

For **producer contracts**, your personal production and your total hierarchy's production will count toward your promotion.

The 50% Max Rule does not apply to all builder contracts, if one of your direct legs