



# 2019 LOYALTY PROGRAM

The 2019 Loyalty Program gives you the opportunity to earn basis points on paid premiums in 2019 based on 2018 production.

## How It Works

Qualifying paid premiums are paid as follows:

Production	Basis Points	Choice & AssetShield Basis Points
\$2,000,000.00 - \$4,999,999.99	25 bps	25 bps
\$5,000,000.00 - \$6,999,999.99	50 bps	30 bps
\$7,000,000.00 - \$9,999,999.99	75 bps	35 bps
\$10,000,000+	100 bps	50 bps

- Advisors must have attained a qualifying production level of the above in paid premiums by December 31, 2018.
- If the Advisor doesn't qualify based on 2018 production, they have an opportunity to qualify for the program by reaching one of the production levels in paid premiums in 2019.
- If the Advisor's production exceeds qualification level, the advisor will move to the next tier level and be paid retro basis points to dollar one earned.
- Loyalty Program payments will be paid March, May, July, September, November 2019 and January 2020.
- Payments for qualifying Licensed Only advisors will be paid to the upline.

**Call Marketing at 888-647-1371 for more information**

All business must be paid by December 31, 2019.  
MYGA, SPIA and Internal Rollovers are not eligible.



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