

Promotional Guidelines

Agent	Agency	IMO Path
130% \$60,000	130% \$250,000 35 Agents	150% \$750,000
125% \$50,000	125% \$150,000 20 Agents	145% \$500,000
120% \$40,000	120% \$125,000 10 Agents	140% \$350,000
115% \$30,000	115% \$100,000	135% \$250,000
110% \$25,000	110% \$45,000	
105% \$20,000	105% \$30,000	
100% \$15,000	100% \$15,000	
95% \$10,000	95% \$10,000	
90% \$5,000	90% \$5,000	
85% \$2,500	85% \$2,500	



IMO path does not qualify for Agency or Agent incentives.



80% New Agent

Production Requirements are based on Net Placed Premium. For Agency Path, both personal production and agency production count toward promotion, for Agent Path ONLY personal production will be counted. All Levels are based 2 Consecutive Months. Agency Path unique writer requirement must be met for the last month of the qualification period.