



2019 Criteria for Qualifications

Promotion Period: January 1st – December 31st

How it works: A level can be achieved by reaching 3 out of the 4 qualifications. However, the ISSUED life app/premium qualification is REQUIRED.

Bronze: 24 Life Apps and \$6,000 in premium
15 Raw New Autos
5 Booked Loans or 1 Mortgage Loan
5 Health (excluding Short Term Medical)

Silver 45 Life Apps and \$10,000 in premium
25 Raw New Autos
10 Booked Loans or 2 Mortgage Loans
10 Health (excluding Short Term Medical)

Gold 45 Life Apps and \$20,000 in premium
40 Raw New Autos
15 Booked Loans or 3 Mortgage Loans
20 Health (excluding Short Term Medical)

Platinum 45 Life Apps and \$40,000 in premium
70 Raw New Autos
25 Booked Loans or 5 Mortgage Loans
30 Health (excluding Short Term Medical)



NOTES:

*Health excludes Short Term Medical
Team member(s) must be mortgage certified for mortgages
Life production is based on ISSUED applications (no annuities)
Life premium will be calculated using annualized numbers*