



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 events end on the last Thursday of each month. For **calendar contracts** only your personal production numbers will count toward your promotion.

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

The 30% Max Rule does not apply to all builder contracts. If one of your direct legs counts for over 30% of your entire hierarchy's production you will only receive 30% credit for that leg. These contracts represent your FFL contract commission as some products may be different see the FFL Comp Ord for details.