



# FFL PROMOTIONAL GUIDELINES

## SUBSER 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**

## SUBSER 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 **two consecutive months**. FFL Production months end on the last Thursday of each month. For **commission purposes** only your personal production numbers will count toward your promotion.

For **commission purposes** your personal production and your total hierarchy's production will count toward your promotion.

The 20% Max Rule does apply to all insider contracts. If one of your direct legs counts for over 20% of your entire hierarchy's production you will only receive 20% credit for that leg. These contracts represent your FFL contract commission as some products may be different see the FFL Comp Grid for details.