

# Compensation Basics

Teach a couple to SAVE less than \$7/day = \$200/month = \$2400/year

**\$2400** premiums/year  
**x 45%** average comp level

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**\$1080** that you are paid  
**x4** Clients/month

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**\$4320** Income/month  
**~\$50,000** Income/year

*Recurring Income*

**\$2400** premiums/year  
**x 5%** average

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**\$120** annual income  
**x1000** Clients

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**\$120,000** Income/year

There are **3** Paid Positions

## Referral Partner

*Training Associate*  
*25% Contract*  
*0-5 hours/week*

**\$1000 - \$2000**  
**monthly income**

- *additional income*
- *personal growth*
- *help people*

## Part Time

*Senior Associate*  
*45% Contract*  
*10-20 hours/week*

**\$3000 - \$5000**  
**monthly income**

- *financial education*
- *leadership training*
- *business development*

## Full Time

*Full Time Associate*  
*65% Contract*  
*40+ hours/week*

**\$7000 - \$10,000+**  
**monthly income**

- *ownership*
- *bonus pools*
- *vested commissions*
- *agency overrides*

This material is intended for training purposes only  
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