

# COMPENSATION

## Example

### COMMISSION LEVELS

Senior Marketing Director	65%
Senior Associate	45%
Associate	35%
Training Associate	25%

### TYPICAL SERVICES

\$100,000 401k Rollover = **5000 Points**  
 \$200/Month Investment = **3000 Points**  
 Average Sale = **3000 Points**  
 Average Amount of Sales = **4/Month**

One family helped each week:

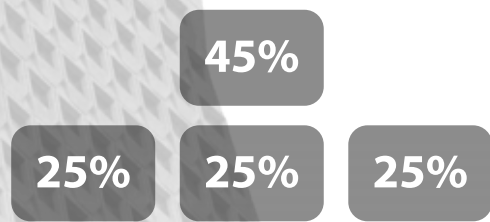
@25% = **\$750 x 4 = \$3000/Month**  
 @35% = **\$1050 x 4 = \$4200/Month**  
 @45% = **\$1350 x 4 = \$5400/Month**  
 @65% = **\$1950 x 4 = \$7800/Month**

### BUILD AN AGENCY

**45% YOU**

**20% Override**  
 x 3000 points = **\$600**  
 x 4 weeks = **\$2400/Month**

**25% AGENT**



Monthly Override x 3 Agents = **\$7200**  
 Personal Monthly Income = **\$5400**  
 Total Monthly Income = **\$12,600**  
**Total Annual Income = \$151,200**

*Would you like to learn more about how to do this?*



**FOR INTERNAL USE ONLY**