BASIC ADVANCEMENT TIMELINE

GUIDELINE ONLY. CONTRACT LEVEL ADVANCEMENT IS DETERMINED BY THE LEVELS OF LEADERSHIP STRUCTURE AND IS SUBJECT TO CHANGE.

60%	65%	70%	75%	80%	85%	90%	95%	100%	105%	110%	EXP
STARTING CONTRACT	2-MONTHS	4-MONTHS	6-MONTHS KEY LEADER	8-MONTHS	10-MONTHS AGENCY OWNER	12-MONTHS	14-MONTHS AGENCY DIRECTOR	17-MONTHS REGIONAL AREA DIRECTOR	20-MONTHS MANAGING VICE PRESIDENT	24-36 MONTHS SENIOR VICE PRESIDENT	36-48 MONTHS EQUITY PARTNER