

Levels of Leadership

MP

Managing Partner

Has a minimum of 3 direct 130 Managers and 1 direct Agency Director *(or higher)*.



SP

Senior Partner

Has a minimum of 2 direct 130 Managers and 2 direct Agency Directors *(or higher)*.



AP

Associate Partner

Has a minimum of 1 direct 130 Manager, 2 direct Agency Directors *(or higher)*, and 1 direct Agency Owner *(or higher)*.



EVP

Executive Vice President

Has a minimum of 3 direct Agency Directors *(or higher)*.



SVP

Senior Vice President

Has a minimum of 2 direct Agency Directors and 1 direct Agency Owner.



MVP

Managing Vice President

Has 1 Agency Director and a minimum of 2 direct Agency Owners.



RAD

Regional Agency Director

Has a minimum of 2 direct Agency Owners.



AD

Agency Director

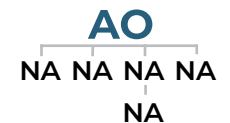
Has 1 direct Agency Owner.



AO

Agency Owner

Minimum of \$30,000 net placed for 3 months in a row with 6 sales reps *(4 direct)* for each qualifying month. *(Target submit of \$50,000)* In order to qualify for Agency Owner you must be at a 105% contract level.



KL

Key Leader

Minimum of \$20,000 net placed for 2 months in a row with 4 sales reps *(3 direct)* for each qualifying month. *(Target submit of \$30,000)*



TL

Team Leader

Minimum of \$10,000 net placed for 2 months in a row with 3 sales reps *(2 direct)* for each qualifying month. *(Target submit of \$15,000)*



EP

Elite Producer

Minimum of \$30,000 of net placed premium for 2 months in a row.

TP

Top Producer

Minimum of \$20,000 net placed premium for 2 months in a row.

SNA

Seasoned New Agent

6 applications submitted in the first 6 weeks.

NA

New Agent

First family helped.