

# Possible Career Path & Income Opportunities Based on Results

Based on Individual & Team Success Achieving Goals at Same Levels (Monthly Production Shown / Policy Growth Bonuses Not Included & Would Be Additional)

SMART Agency

## Retention Expert Opportunity

All Targets Achieved	Calls Made	Lapse Rate	Auto Docs	Fire Docs	Life Docs	Health Docs	Bank Docs	Appts Show	Bonuses in 1 Year	Extra Vacation Days
Level 1	200	20.00%	2	2	2	2	2	5	\$2,160	3.00
Level 2	200	18.00%	4	4	4	4	4	10	\$4,440	6.00
Level 3	200	16.00%	6	6	6	6	6	15	\$6,840	9.00
Level 4	200	14.00%	8	8	8	8	8	20	\$9,360	12.00
Level 5	200	12.00%	10	10	10	10	10	25	\$12,000	15.00

## Auto Fire Growth Expert Opportunity

All Targets Achieved	P&C Quotes	Lapse Rate	Auto Sales	Fire Sales		Bonuses in 1 Year	Extra Vacation Days
Level 1	90	20.00%	18	12		\$4,356	3.00
Level 2	105	18.00%	21	14		\$6,864	6.00
Level 3	120	16.00%	24	16		\$9,624	9.00
Level 4	135	14.00%	27	18		\$12,636	12.00
Level 5	150	12.00%	30	20		\$15,900	15.00

## Multiline Expert Opportunity

All Targets Achieved	L/H/B Sales	Lapse Rate	Auto	Fire	Life	Health	Bank	Reviews	Bonuses in 1 Year	Extra Vacation Days
Level 1	3	20.00%	18	12	\$500	\$500	\$50	4	\$5,886	6.00
Level 2	6	18.00%	21	14	\$1,000	\$1,000	\$100	8	\$10,929	12.00
Level 3	9	16.00%	24	16	\$1,500	\$1,500	\$150	12	\$16,704	18.00
Level 4	12	14.00%	27	18	\$2,000	\$2,000	\$200	16	\$23,211	24.00
Level 5	15	12.00%	30	20	\$2,500	\$2,500	\$250	20	\$30,450	30.00