

SLOVAK CATHOLIC SOKOL

A tradition of providing sound financial protection and benefits to our members.

2020 - Agent Production Bonus Program

The Production Bonus Program is a monetary rewards program based on your sales production throughout the calendar year. The Agent Production Bonus Program is an excellent opportunity to generate additional income on your total sales for the year.

This reward program is based on a point system from new business premium sales and internal transfers to new Slovak Catholic Sokol certificates. Points are calculated by multiplying the premium dollars received throughout quarter by a crediting percentage based the following qualifying plans:

<u>Qualifying Plans</u>	<u>Crediting Percentage</u>
Legacy Life	100%
Legacy 20	100%
Legacy Single Premium	10%
Vantage 1 - Vantage 2 - Vantage 3 Annuity	.50%
Vantage 5 - Vantage 7 Annuity - SPIA	1.00%

Example Calculation of Points:

\$100,000 premium received on a Vantage 7 Annuity certificate, multiplied by the credited percentage of 1% generates 1,000 bonus points.

\$10,000 premium received on a Legacy Single Premium, multiplied by the credited percentage of 10% yields 1,000 bonus points.

QUALIFYING FOR PRODUCTION BONUS

Production Bonus is awarded quarterly throughout the calendar year on new business (January 1 - March 31, April 1 - June 30, July 1, - September 30, October 1 – December 31). To receive a Production Bonus Award, the agent must accumulate a minimum of 2,500 points. There are five (5) award levels based on the total amount of bonus points achieved. Award Table follows:

AWARD LEVELS

<u>Bonus Points</u>	<u>Percentage</u>
2,500 - 6,249	5%
6,250 - 8,749	6%
8,750 - 11,249	7%
11,250 - 13,749	8%
13,750 +	9%

Example Calculation of Production Bonus Award:

Total Production Points achieved – 10,000 bonus points x 7% award level = \$700 cash reward.

EARN AN ADDITIONAL BONUS

Qualify for the Production Bonus consecutive quarters (back-to-back) an additional 1% will be added to the current qualifying quarter.

Premium Credited:

Annuity - All premium received within the calendar year:

- Received with application
- Additional premium
- Transfers

Life - All premium received within the calendar year:

- Annualized Premium
- Transfers