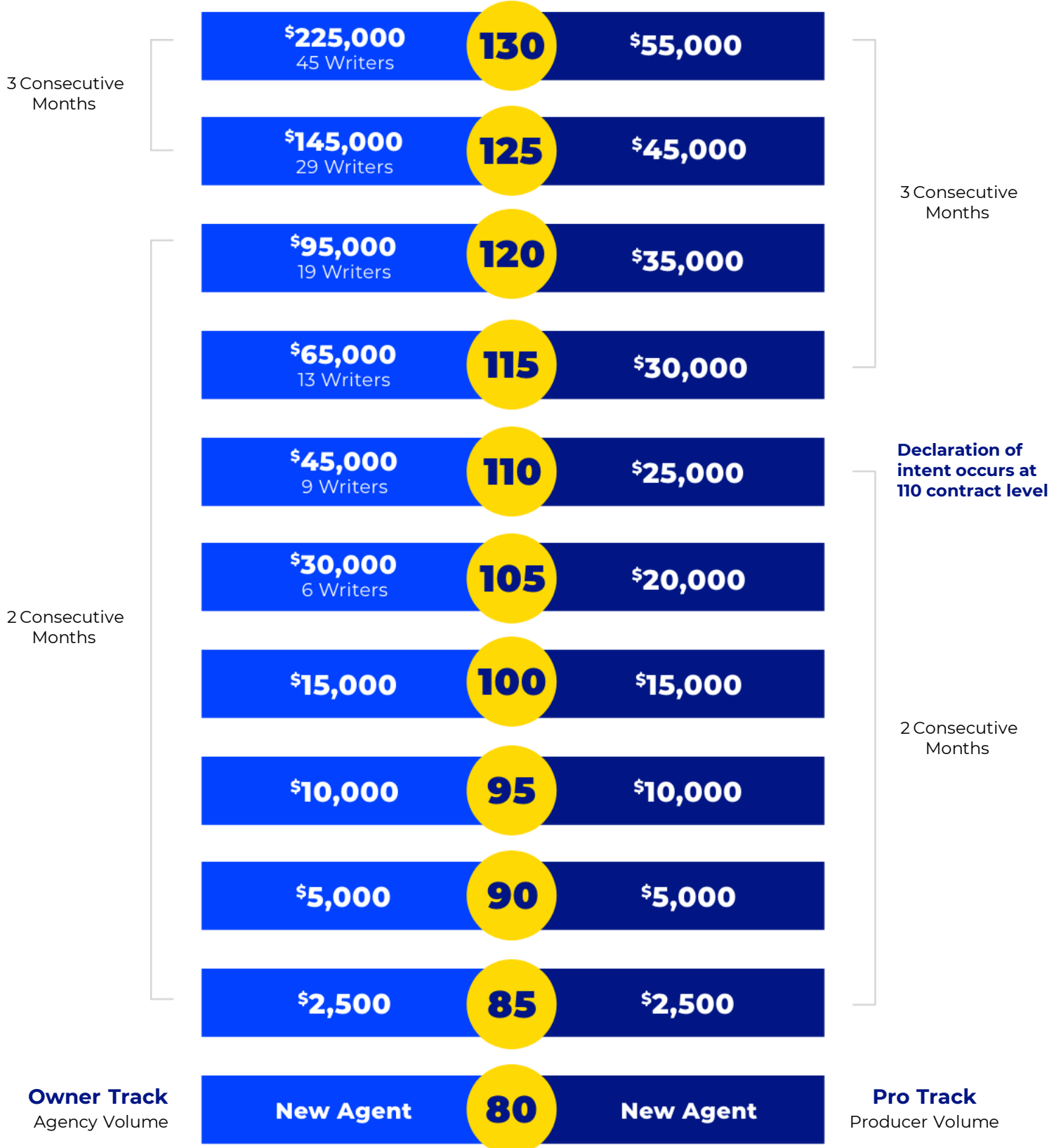


Promotion Guidelines



Production requirements are based on Net Placed Premium. For the Pro Track, Net Placed Premium is based on personal production only. For Owner track, both agency and personal production count towards a promotion. Symmetry agents can qualify for contract promotions based on the Owner or Producer qualifications. Net Placed Premium must be met each qualifying month. A \$150 or higher Paid Premium Per Lead is required for each qualifying month. Maximum credit per sale is \$7,500. No more than 50% of the required premium for a promotion can come from a single leg of downline business. The Unique Writer minimum is required for at least the final qualifying month. A 60%, 90-day, rolling net placed average is required for any promotions. Any debt to SFG or your direct upline must be cleared before a promotion will be applied. Commission raises can only be earned five percentage points at a time. Skipping levels is not permitted. Agents promoting to 115 using the Pro Track qualifying premium are required to forfeit their downline upon promotion.

Symmetry contract levels represent core carriers and products. Some products will be less. Check Symmetry Comp Grid or Carrier for details.

Slingshot



- Slingshot promotion is based on Net Placed Premium.
- Personal production and agency volume count for contract bumps.
- Must produce 3 out of 4 weeks in a month (or 4 out of 5). Can't skip levels.
- 10% bonus on personal production with bonusable carriers. For example, \$5,000 bonusable net placed (see *bonusable carriers below*) x 10% = \$500.
- Can't qualify for both Slingshot and Producer Bonus. Bonus caps at \$10k.

Carrier Kickers

Reward

Carrier Kickers

\$15k in net placed premium in first 90 days with one of the following core carriers:

*90-day start date begins at time of contract date with each carrier. Carrier Kickers tracked and paid by Carriers.



\$1,000/carrier
*up to \$4,000 total

The Hat Trick

Get 3 out of 4 Carrier Kickers in 90 days



Additional \$3,000

Slingshot Bonus

Carrier Specs

The Following Carriers Are \$1/1 Point for Issued Business

- American Amicable
- Americo
- Columbus Life
- F&G
- Foresters
- John Hancock
- Mutual of Omaha
- Occidental
- SBLI

These Carriers Are \$1/5 Point for Issued Business

- Lafayette Life
- Mutual Trust Life
- Manhattan Life
- United Home Life

These Carriers Are \$1/0 Point for Issued Business

- Annuities
- Guaranteed Issue
- All carriers not listed above