

# Leadership society





























#### **Our Mission**

To Protect Every Child and to Serve All Working People

#### **Our Purpose**

To enrich lives and enable dreams while protecting families, one at a time

#### Vision

Energize Equip Engage Empower Execute

#### **Core Values**

Absolute Truth Love and Care for each Individual Personal growth and Professional development

#### **Operating Principles**

Principle Driven Growth Exemplary Leadership Open Communication Authentic Relationships Innovations and improvements Culture of Fun and Excitement Honesty-Integrity-Trust

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**Note**: This brochure shows a simple form of the spectacular promotions, compensation, and recognition available to everyone. All are attainable by meeting specific qualifications which are not necessarily explained in this brochure. Details of qualifications necessary to achieve promotions and specific compensation can be found on <u>www.planetaltig.com</u> in the Leadership Society area. Effective January 2016.

# **AGENT IN TRAINING**

**1ST STEP ON CAREER TRACK** 



### Qualification

Being selected, becoming licensed in your state or province, and contracted with AIL to join our team.

### Compensation

- 40% contract on personal business
- 5% vested renewals paid monthly
- Earn up to 15% World's Greatest Bonus paid weekly on your personal net ALP
- \$200 "Extra Guaranteed Advance" paid weekly in your 1st 90 days when you qualify for World's Greatest Bonus



Certificate of Achievement

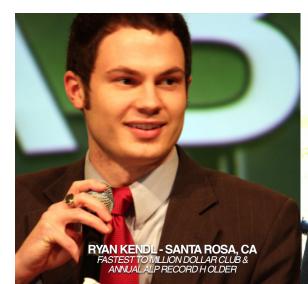
## To Maintain Position

**Expectations:** 

- The sky is the limit, but the bare minimum to remain as an Agent In Training is \$1,500 ALP personal each week.
- Actively recruiting 2 personal recruits for your future management team in your 1st 30 days.

### **Next Promotion**

Earn your 50% Agent promotion as fast as possible





DUSTIN DUNBAR - SIOUX FALLS SOUTH, SD



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# **50% AGENT**

2ND STEP ON CAREER TRACK

### Qualification

Achieve \$10,000 ALP or after 45 days (60 in Canada), whichever comes first.

### ompensation

- ▶ 50% contract on personal business
- ▶ 5% vested renewals paid monthly
- > 15% World's Greatest Bonus paid weekly on your personal net ALP
- > Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- ▶ \$2,250 Agent Tenure Bonus within your 4th, 5th, and 6th month in the business.
- \$1,000 1st Year Anniversary Bonus

#### Leadership Society Certificate of Achievement

ALTIC

Exclusive Altig Pen

# **To Maintain Position**

#### **Expectations:**

- The sky is the limit, but the bare minimum to remain a 50% Agent is \$1,500 ALP personal each week.
- Expected to personally recruit to build your for your future MGAship.

### **Next Promotion**

Earn your Supervising Agent promotion as fast as possible





# **SUPERVISING AGENT**

**3RD STEP ON CAREER TRACK** 

### Qualification

Achieve \$18,000 Personal ALP within any 90 day period or personally recruit, code and maintain at least one new producer for your organization.

#### Compensation SUPERVISING AGENT COMPENSATION

All your past and future <u>personal recruits</u> are coded to you Earn up to:

- ▶ 10% of what your agents' receive in monthly vested renewals
- ▶ 31% of what your agents' receive on their 1st \$10,000 ALP; and 5% thereafter
- ▶ 85% of what your directly coded agents receive in World's Greatest Bonus in their 1st 6 months, 50% thereafter

#### **PLUS, AGENT COMPENSATION**

Earn up to:

- 50% contract on personal business
- ▶ 5% vested renewals on your personal business paid monthly
- > 15% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- > \$2,250 Agent Tenure Bonus within your 4th, 5th, and 6th month in the business.

## A signed personal copy of the Making Millions book

A signed personal copy of the Making Millions book
 Personal invitation to one of the Leadership Development Schools

### To Maintain Position

**Expectations**:

- The sky is the limit, but the bare minimum to remain as a Supervising Agent is \$1,500 ALP personal each week.
- Actively be recruiting and code at least 1 person a month

### Next Step

Earn your appointment to GA by becoming a Certified Field Trainer or earn your appointment to Master General Agent.









DANIEL LI - MINNEAPOLIS, MN

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# **GENERAL AGENT**

**4TH STEP ON CAREER TRACK** 

## • This is an appointed position based on leadership by example in Field Training and Talent Acquisition (5/4/7/1).

### Compensation

VAll your past and future *personal recruits* are coded to you

Earn up to:

- 20% of what your agents' receive in monthly vested renewals
- ▶ 43% of what your agents' receive on their 1st \$10,000 ALP; and 15% thereafter
- ▶ 85% of what your directly coded agents receive in World's Greatest Bonus in
- their 1st 6 months, 50% thereafter 25% of what your indirectly coded agents receive in World's Greatest Bonus'
- ▶ 10% of what your indirect coded agents earn in commissions.

#### **PLUS, AGENT COMPENSATION**

Earn up to:

- 50% contract on personal business
- 5% vested renewals on your personal business paid monthly
- 15% World's Greatest Bonus paid weekly on your personal net ALP
- > Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, and 6th month in the business.



### **To Maintain Position**

**Expectations:** 

- > The sky is the limit, but the bare minimum to remain as a General Agent is \$1,500 ALP personal each week.
- Actively be recruiting and code 1 new agent per month
- Lead by example in training (5/4/7/1)

### Next Appointment to MGA

Earn your Master General Agent appointment as fast as possible.







KEVIN ISHIKANE - VANCOUVER, WA

# MASTER GENERAL AGENT

**5TH STEP ON CAREER TRACK** 

### Qualification

Mentor two associates to their GA promotion to become certified trainers. Your MGA will code one of these new GA's/certified trainers to you and you keep all your personal recruits to fuel your growth. Or achieve a minimum per month of \$10,000 first 6 month production.

### Compensation

#### **MASTER GENERAL AGENT COMPENSATION**

All personal recruits of all your agents and you are coded directly to your hierarchy. Earn up to:

- ▶ 60% of what your directly coded agents' receive in monthly vested renewals. Plus, you continue to receive renewals from former agents just as if they had stayed with the Company.
- ▶ 62% of what your directly coded agents' receive on their 1st \$10,000 ALP; and 30% thereafter
- > 75% of what your directly coded agents receive in World's Greatest Bonus
- ▶ 140% of what your indirectly coded agents receive in World's Greatest Bonus

#### **PLUS, AGENT COMPENSATION**

Earn up to:

- 50% contract on personal business
- ▶ 5% vested renewals on your personal business paid monthly
- ▶ 15% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, and 6th month in the business.



## **A** Leadership Society

- The prestigious Alpha Omega Parker Pen
- Appointment showcase recognized across the Company on Altig TV
- A visit to Executive Headquarters in Redmond and meetings with the top executives after \$120,000 MGAship production.
- Based on agency growth, you can earn an invitation to one the Leadership Development Schools.

### To Maintain Position

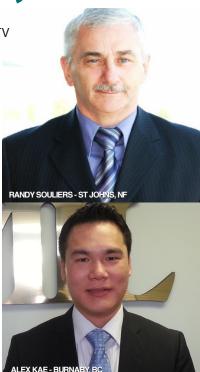
- Expectation is to be a qualified MGA with a minimum per month of \$10,000 1st 6 month production
- A minimum of 2 codes per month

### Next Appointment to RGA

Earn your Regional General Agent appointment as fast as possible







# **REGIONAL GENERAL AGENT**

6TH STEP ON CAREER TRACK

### Qualification

Mentor one of your associates to achieve their MGA appointment

### Compensation

#### **REGIONAL GENERAL AGENT COMPENSATION**

70% RGA Contract

- Earn up to:
  - ▶ 20% of what your MGAs' receive on their leadership bonus
  - ▶ 33% of what your MGAs' receive in monthly vested renewals
  - ▶ 33% of what your 1st line MGAs receive in commissions

#### PLUS, MASTER GENERAL AGENT COMPENSATION

Earn up to:

- 60% of what your directly coded agents' receive in monthly vested renewals. Plus, you continue to receive renewals from former agents just as if they had stayed with the Company.
- > 62% of what your directly coded agents' receive on their 1st \$10,000 ALP; and 30% thereafter
- $\blacktriangleright$  75% of what your directly coded agents receive in World's Greatest Bonus
- ▶ 140% of what your indirectly coded agents receive in World's Greatest Bonus

#### **PLUS, AGENT COMPENSATION**

#### Earn up to:

- 50% contract on personal business
- 5% vested renewals on your personal business paid monthly
- > 15% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, and 6th month in the business.



Eligible to be appointed to SWAT team based on your organization's growth & results.

## To Maintain Position

#### **Expectations:**

- Maintain your American Income Life MGA minimums
- Maintain 1 or 2 qualified MGAs
- Add 1 MGA per year to your organization.

## Next Appointment to NGA

Earn your National General Agent appointment as fast as possible









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# NATIONAL GENERAL AGENT

**7TH STEP ON CAREER TRACK** 

### Qualification

Mentor 3 of your associates to achieve their MGA appointment

### Compensation

#### NATIONAL GENERAL AGENT COMPENSATION

70% RGA Contract. Your MGAship needs to be qualified (submitting \$10,000 Net ALP in 1st 6 month production) **and** have a minimum of 3 qualified MGAs or have 5+ MGAs.

Earn up to:

- > 30% of what your MGAs' receive on their leadership bonus
- > 16.5% Alpha Omega Bonus of what your MGAs receive in MGA advances for the month

#### **PLUS, REGIONAL GENERAL AGENT COMPENSATION**

Earn up to:

- 33% of what your 1st line MGAs receive in commissions
- 33% of what your 1st line MGAs receive in monthly vested renewals

#### PLUS, MASTER GENERAL AGENT COMPENSATION

- Earn up to:
  - 60% of what your directly coded agents' receive in monthly vested renewals. Plus, you continue to receive renewals from former agents just as if they had stayed with the Company.
  - ▶ 62% of what your directly coded agents' receive on their 1st \$10,000 ALP; and 30% thereafter
  - > 75% of what your directly coded agents receive in World's Greatest Bonus
  - ▶ 140% of what your indirectly coded agents receive in World's Greatest Bonus

#### PLUS, AGENT COMPENSATION

Earn up to:

- 50% contract on personal business
- 5% vested renewals on your personal business paid monthly
- 15% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, or 6th month in the business.



Appointment to a squire in the Alpha Omega order

Alpha Omega Squire Ring

### **To Maintain Position**

Maintain MGA minimums

Maintain a minimum of 3 or 4 qualified MGAs, or 5+ MGAs

### Next Appointment to IGA

Earn your International General Agent appointment as fast as possible







# INTERNATIONAL GENERAL AGENT

8TH STEP ON CAREER TRACK

### Qualification

Mentor 6 of your associates to achieve their MGA appointment

### Compensation

#### INTERNATIONAL GENERAL AGENT COMPENSATION

70% RGA Contract. Your MGAship needs to be qualified (submitting \$10,000 Net ALP in 1st 6 month production) **and** have a minimum of 6 qualified MGAs or have 9+ MGAs. Earn up to:

- ▶ 40% of what your MGAs' receive on their leadership bonus
- 33% Alpha Omega Bonus of what your MGAs receive in MGA advances for the month
- > 50% Alpha Omega Bonus of what your RGAs receive in RGA advances for the month

#### PLUS, REGIONAL GENERAL AGENT COMPENSATION

Earn up to:

- > 33% of what your 1st line MGAs receive in commissions
- > 33% of what your 1st line MGAs' receive in monthly vested renewals
- 33% Alpha Omega Bonus of what your RGAs receive on 1st year commissions

#### **PLUS, MASTER GENERAL AGENT COMPENSATION**

Earn up to:

- 60% of what your directly coded agents' receive in monthly vested renewals. Plus, you continue to receive renewals from former agents just as if they had stayed with the Company.
- ▶ 62% of what your directly coded agents' receive on their 1st \$10,000 ALP; and 30% thereafter
- > 75% of what your directly coded agents receive in World's Greatest Bonus
- > 140% of what your indirectly coded agents receive in World's Greatest Bonus

#### PLUS, AGENT COMPENSATION

Earn up to:

- 50% contract on personal business
- 5% vested renewals on your personal business paid monthly
- > 15% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, or 6th month in the business.

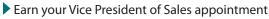
## **A**Leadership Society

- Appointment to a knight in the Alpha Omega order
- AO Knight Ring on 6th MGA

### **To Maintain Position**

- Maintain MGA Minimums
- Maintain a minimum of 6 or 7 qualified MGAs, or 9+ MGAs

Next





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9TH STEP ON CAREER TRACK



### Qualification

Mentor 9 of your associates to their MGA appointment

### Compensation

#### VICE PRESIDENT OF SALES COMPENSATION

75% RGA Contract. Your MGAship needs to be qualified (submitting \$10,000 Net ALP in 1st 6 month production) *and* have a minimum of 9 qualified MGAs or have 13+ MGAs. Earn up to:

- ▶ 66% of what your MGAs' receive in monthly vested renewals
- ▶ 66% of what your 1st line MGAs receive on 1st year commissions

#### PLUS, INTERNATIONAL GENERAL AGENT COMPENSATION

#### Earn up to:

- ▶ 40% of what your MGAs' receive on their leadership bonus
- > 50% Alpha Omega Bonus of what your RGAs receive in weekly prepaid commissions for the month

#### **PLUS, REGIONAL GENERAL AGENT COMPENSATION**

Earn up to:

- > 33% of what your 1st line MGAs receive in commissions
- > 33% of what your 1st line MGAs' receive in monthly vested renewals
- > 33% Alpha Omega Bonus of what your RGAs receive on 1st year commissions

#### PLUS, MASTER GENERAL AGENT COMPENSATION

Earn up to:

- > 60% of what your directly coded agents' receive in monthly vested renewals. Plus, you continue to receive renewals from former agents just as if they had stayed with the Company.
- > 62% of what your directly coded agents' receive on their 1st \$10,000 ALP; and 30% thereafter
- > 75% of what your directly coded agents receive in World's Greatest Bonus
- > 140% of what your indirectly coded agents receive in World's Greatest Bonus
- \$1,750 MGA Agent Tenure Bonus for each of your agents within their 3rd, 4th, and 5th month in business.

#### **PLUS, AGENT COMPENSATION**

Earn up to:

- 50% contract on personal business
  5% vested renewals on your personal business paid monthly
- Is% Vested renewals on your personal business paid monthly
  Is% World's Greatest Bonus paid weekly on your personal net ALP
- Producing Agents over 10 months can earn up to 19.5% World's Greatest Bonus
- \$2,250 Agent Tenure Bonus within your 4th, 5th, or 6th month in the business.

## **A** Leadership Society

Upon 9th qualified MGA appointment you earn your Board of Director membership

- Regular strategy & planning meetings with your Chief Executive Officer
- Upon 10th qualified MGA appointment you earn the Alpha Omega watch
- Upon 11th qualified MGA appointment you earn \$2,000/mo toward car of choice
- Upon 12th qualified MGA appointment you earn \$3,000/mo toward car of choice

## To Maintain Position

Quarterly review for Altig minimum standards





# **RECOGNITION & PERKS**

CAREER BONUSES THROUGH AMERICAN INCOME LIFE



### **AIL Convention**

Each year American Income Life brings together its top people in places like New York, Puerto Rico, or New Orleans at Convention. You can earn this all expense paid trip for two by having proper quality & achieving qualifications for your title by the end of December:

#### Agent Qualifications:

\$88,000 net personal ALP; less if you've been with AIL for less than 11 months

#### Supervising Agents:

\$88,000 net personal ALP or achieve \$134,500 of 1st 6 mo. agent productions & have at least 1 active 1st 6 mo. Agent

#### General Agents:

\$88,000 net personal ALP or achieve \$175,000 of 1st 6 mo. agent productions & have at least 2 active 1st 6 mo. Agents

#### Master General Agents: \$88,000 net personal ALP and have at least 1 active SA/GA

\$88,000 net personal ALP and have at least 1 active SA/GA <u>Or</u>

Achieve \$310,500 of 1st 6 mo. agent net production & have at least 4 active 1st 6 mo. agents

#### Regional General Agents:

Have 2 MGAs qualify on MGA Agency Production (not personal production) Or

Qualify as an MGA with his/her own MGA agency production

## President's Club

After 8 months in the business you can qualify for President's Club by producing \$130,000 net ALP in the calendar year & having 80%+ retention. When you do you will get to come to Convention 1 day early, earn \$1,500 & earn your President's Club Ring or pendant. Each time



you achieve President's Club you'll earn another \$1,500 and a diamond will be added to your ring or pendant.

## Founder's Club

After 8 months in the business you can qualify for Founder's Club by producing \$12,000 net ALP for 4 consecutive months & having 78%+ retention. When you do you will earn \$500 & your Founder's Club Ring. Each time you achieve Founder's Club you'll earn another \$500 and a diamond will be added to your ring.

## **Million Dollar Club**

Membership to this prestigious club is earned by achieving \$1 million net ALP in personal production over the course of your career. Winners are recognized at Convention and earn a \$5,000 bonus.

### Spotlight

Each month the top Agents, SAs, GAs, MGAs, and RGAs in all of AlL are showcased in the Spotlight magazine.





# **RECOGNITION & PERKS**

CAREER BONUSES THROUGH ALPHA OMEGA

### Alpha Omega Awards

Starting in December and ending in November, the Alpha Omega year-end awards honor the company leaders at all levels. Winners receive trophies & plagues to commemorate spectacular results and these awards are presented on stage in front of all Convention attendees. AO honors are awarded to the top:

PERSONAL PRODUCERS OF THE YEAR - TOP 5 RECOGNIZED RGA OF THE YEAR - TOP 3 RECOGNIZED ON 1ST 6MO. ALP MGA OF THE YEAR - TOP 3 RECOGNIZED ON 1ST 6MO. ALP **OFFICE OF THE YEAR -** TOP 3 RECOGNIZED ON 1ST 6MO. ALP LEADER OF THE YEAR - TOP LEADER WITH THE MOST GROWTH IN NET ALP AT THEIR HIGHEST CONTRACT **ALAN MARTYN AWARD** 

### Clubs

Each of the Club memberships are earned based off of your monthly net ALP as reported in AP&P reports. Each month you achieve these spectacular milestones, you will earn an additional club membership, further growing your legend and showing the world what can be achieved in a month.

#### \$50,000 Club

Qualification: Achieve \$50,000 net personal production in one month AO Leadership Society: Upon each membership you will earn the Squire ring

#### \$100,000 Club

Qualification: Achieve \$100,000 net personal production in one month AO Leadership Society: Upon each membership you will earn the Knight ring

#### \$250,000 Club

Qualification: Achieve \$250,000 net MGAship production in one month AO Leadership Society: Upon each membership you will earn the Squire ring

## Alpha Omega Conventions In addition to 1 on 1 meetings with your leaders, three times a year AO Leaders

from all over North America meet to teach, learn, and plan the strategic growth of the entire company. Leaders are selected to participate in AO Conventions based on 6 mo. agent production results and organization growth.

#### **Board of Director Members:**

The elite leaders in AO, The Board, meets for two days with the CEO and Chairman to chart the course for the Company. They travel to exotic destinations, enjoy extraordinary cuisine, and enjoy the best life has to offer; while doing the most important work.

#### SWAT Team:

Special Weapons and Tactics - this accomplished team of leaders are the specialists in organizational growth and meet to learn how to execute growth strategies across the Company. SWAT has been the springboard for many of the top leaders' careers.

#### MGA School:

If SWAT is the springboard, MGA School is the high dive. The up-and-coming leaders in AO are selected to dive into high-level leadership. They rub shoulders with the best-of-the-best, meet the founders, and learn how to succeed.













www.AlLonTwitter.com

www.AlLonYoutube.com





## The Platinum Rule:

## Altig TV

Since AO is the largest distribution system in all of American Income Life, it takes special recognition to showcase AO superstars – that's where Altig TV comes in. Each week Altig TV recognizes the movers and shakers throughout the organization. A sure-fire way to get on Altig TV is to write \$7,000 ALP for the week and you'll be recognized on the weekly Top Producers.



" Do more for others than you would have them do for you."

Some people live their lives by the Golden Rule:

#### "Do unto others as you would have them do unto you."

You are called to live by the Golden Rule but <u>CHOOSE</u> to live by the Platinum Rule: "Do <u>more</u> for others than you would have them do for you."

**DO MORE FOR OTHERS** What is expected?

what is expected.

**DO MORE FOR OTHERS** What is the minimum?

**DO MORE FOR OTHERS** What is required?



**FAMILY** Do more for your family than you would have them do for you

**FRIENDS** Do more for your friends than you would have them do for you

#### **NEIGHBORS**

Do more for your neighbors than you would have them do for you

**WURK** Do more for the people you work with than you would have them do for you

**PEOPLE I ENCOUNTER** 

Do more for the people that you encounter than you would have them do for you



### ALPHA OMEGA ORDER Knights











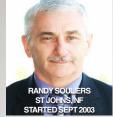
































BOB GUJRAL

