

ROADMAP TO SUCCESS

TRAINING CENTER



FIRST 45 DAYS

GET A FAST START! WINNERS WIN EARLY!

3 MONTHS

SM
SALES MANAGER

4 MONTHS

SSM
SENIOR SALES MANAGER

6 MONTHS

DM
DISTRICT MANAGER

ELITE PRODUCER SILVER

8 MONTHS

RM
REGIONAL MANAGER

ELITE PRODUCER GOLD

10 MONTHS

ELITE PRODUCER PLATINUM

1 YEAR

NM
NATIONAL MANAGER

ELITE PRODUCER DIAMOND

2 YEARS

RMD
REGIONAL MARKETING DIRECTOR

ELITE PRODUCER

4 YEARS

EMD
EXECUTIVE MARKETING DIRECTOR

ELITE PRODUCER

YOU DID IT!

AGENT TRANSITIONS OUT OF FIELD

STAY HUNGRY, STAY HUMBLE!

18 MONTHS

EM
EXECUTIVE MANAGER

ELITE PRODUCER

3 YEARS

NMD
NATIONAL MARKETING DIRECTOR

ELITE PRODUCER



3 ERs	5 ERs	10 ERs	1 RM	WIN IGNITE AWARD	BECOME ELITE PRODUCER	QUALIFY FOR BUILDERS' BOOST	QUALIFY FOR MANAGER BONUS
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ROADMAP TO SUCCESS EXPLAINED

MILESTONES	FIRST 45 DAYS	3 MONTHS	4 MONTHS	6 MONTHS	8 MONTHS	1 YEAR	18 MONTHS	2 YEARS	3 YEARS	4 YEARS
PROMOTIONS		Sales Manager	Senior Sales Manager	District Manager	Regional Manager	National Manager	Executive Manager	Regional Marketing Director	National Marketing Director	Executive Marketing Director
METRICS	3 Paid Apps \$2,700 Qualified Premium	3 Equis Representatives \$12,000 Qualified Premium	5 Equis Representatives \$16,000 Qualified Premium	7 Equis Representatives \$25,000 Qualified Premium *2 Consecutive Months*	10 Equis Representatives \$50,000 Qualified Premium *2 Consecutive Months*	15 Equis Representatives \$75,000 Qualified Premium *2 Consecutive Months*	20 Equis Representatives \$100,000 Qualified Premium *2 Consecutive Months*	1 Direct Regional Manager \$150,000 Master Volume *2 Consecutive Months*	3 Direct Regional Managers \$250,000 Master Volume *2 Consecutive Months*	5 Direct Regional Managers \$350,000 Master Volume *2 Consecutive Months*
SALES RECOGNITION	Ignite Award			Silver Elite Producer >4 Apps/Week \$1,180/App \$3,850/Week Paid	Gold Elite Producer >5 Apps/Week \$1,250/App \$6,250/Week Paid	Diamond Elite Producer >5 Apps/Week \$1,250/App \$6,250/Week Paid	AGENT TRANSITIONS OUT OF FIELD			
ADMIN/STAFF					10 MONTHS: Platinum Elite Producer					
ADMIN/STAFF					Builders' Boost 1 Full-Time Admin	Builders' Boost 1 Full-Time Admin	Builders' Boost 1 Full-Time Admin	Builders' Boost 2 Full-Time Baseshop Admins	Builders' Boost 2 Full-Time Baseshop Admins	Builders' Boost 3 Full-Time Baseshop Admins
COMPENSATION	70%	80%	85%	90%	95% Qualify for Manager Bonus OR Equity Bonus	100% Qualify for Manager Bonus OR Equity Bonus	105% Qualify for Manager Bonus OR Equity Bonus	110% Qualify for Manager Bonus OR Equity Bonus	115% Qualify for Manager Bonus OR Equity Bonus	120% Qualify for Manager Bonus OR Equity Bonus
						*Based on Baseshop Volume	*Based on Baseshop Volume	*Based on Baseshop Volume	*Based on Baseshop Volume	*Based on Baseshop Volume