

	TRAINEE	0%	You must complete your CNA plus 3 Field Training Sales while in Pre-Licensing	
	Promotion Level	Commission	3 Months	12 Months
BASE SHOP	ASSOCIATE	30%	Finish Training Certification, Get Licensed, Get Appointed	Finish Training Certification, Get Licensed, Get Appointed
	NWCT (Net Worth Certified Trainer)	40%	1 Direct Licensed Associate & 11,000 Associate Base Shop AV Points or 12,000 Personal Points	1 Direct Licensed Associate & 11,000 Associate Base Shop AV Points or 12,000 Personal Points
	NWCL (Net Worth Certified Leader)	50%	2 Direct Licensed Associates & 22,000 Associate Base Shop AV Points or 25,000 Personal Points	2 Direct Licensed Associates & 22,000 Associate Base Shop AV Points or 25,000 Personal Points
DIRECTOR LEADERSHIP LEVELS				
AGENCY	RMD (Regional Marketing Director)	64%	4 Direct Licensed Associates & 30,000 Associate Base Shop AV Points or 50,000 Personal Points	6 Direct Licensed Associates & 100,000 Associate Base Shop AV Points or 100,000 Personal Points
	AMD (Area Marketing Director)	68%	1 Direct QRMD Leg & 60,000 Super Team AV Points or 75,000 Personal Points	2 Direct QRMD Legs & 300,000 Super Team AV Points or 200,000 Personal Points
	SMD (Senior Marketing Director)	72%	2 Direct QRMD Legs & 160,000 Super Team AV Points or 100,000 Personal Points	3 Direct QRMD Legs & 400,000 Super Team AV Points or 300,000 Personal Points
	NMD (National Marketing Director)	76%	3 Direct QRMD Legs & 250,000 Super Team AV Points	4 Direct QRMD Legs & 500,000 Super Team AV Points
EXECUTIVE LEADERSHIP LEVELS				
	FVP (Field Vice President)	80%	5 Direct QRMD Legs & 400,000 Super Team AV Points	6 Direct QRMD Legs & 900,000 Super Team AV Points
	SVP (Senior Vice President)	84%	6 Direct QRMD Legs & 650,000 Super Team AV Points	7 Direct QRMD Legs & 1,600,000 Super Team AV Points
	SFC (Senior Field Chairman)	87%	7 Direct QRMD Legs & 900,000 Super Team AV Points	8 Direct QRMD Legs & 2,250,000 Super Team AV Points
	EFC (Executive Field Chairman)	90%	8 Direct QRMD Legs & 1,200,000 Super Team AV Points	10 Direct QRMD Legs & 3,000,000 Super Team AV Points

Generational Overrides

Generations	Percent	Requirements
1st Generation AMD & Up	3.00%	Must be an RMD or higher to receive Generational Overrides
2nd Generation AMD & Up	2.00%	
3rd Generation AMD & Up	1.50%	
4th Generation AMD & Up	1.00%	
5th Generation AMD & Up	0.50%	
6th Generation AMD & Up	0.25%	
Total	8.25%	

