



ENROLLEMENT DIVISION

**LEVELS OF QUALIFICATION
& EARNINGS**



National Benefits Services

Enrollment Division

Levels of Qualification for Production and Earnings Breakdown

First Level: Trainee

A) Trainee Qualification

- 1) Complete employment application
- 2) Complete interview session with General manager
- 3) Complete the 5/5 training system
- 4) Register for insurance class and prepare for exam
- 5) Complete in-house training on Professionalism, Image Ethics
- 6) Complete in- house training on Prospecting, Sales and Client Services
- 7) Complete in -house training on Rules & Regulations
- 8) Meet the dress code requirement
- 9) Review and Adhere to UAF strict drug policy
- 10) Pass Background Check
- 11) Own a Valid Driver License or ID
- 12) Pass Drug Test Requirement

B) Sales and Trainee Earnings (Commission Only for 1st 2 weeks)

- 1) Trainee must be accompanied by a licensed agent at all times
- 2) Trainee expected earning breakdown:
 - i) \$5 per Qualified Prospect from Prospect Form
 - ii) \$10 per **appointment** set & confirmed by agent
 - iii) \$15 per Life application of sold **approach or appointment**
 - iv) \$10 per Disability application of sold **approach or appointment**
 - v) \$30 per Life Application **sold and submitted**
 - vi) \$20 per Disability **sold and submitted**

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People to People

The Activity and Earnings Formula

1st Level: Trainee Enroller

The Activity:

15 to 20 Prospects/Referrals per day (6 days)
90 to 120 Prospects/Referrals per week
42 to 48 Appointments per week
7 to 8 Appointments per day
4 to 5 Presentations per day
2 sales per day

The Earnings:

Each sale per client should be a bundle.

The standard bundle is life/dis/hosp.

2 bundle sales => 2 x (1 life + 1 dis + 1 hosp)

- ⇒ 2 life + 2 dis + 2 hosp per day x 12 days (2 weeks)
- ⇒ 24 life + 24 dis + 24 hosp per 12 days (2 weeks)
- ⇒ 24 life – 5 life apps (To satisfy QUOTA requirements)

Apps Eligible for Bonus range brought forward:

21 Life Apps x 30 = \$630

24 Dis Apps x 15 = \$360

24 Hosp Apps x 15 = \$360

Commission Total = \$1,330

Bi-Weekly salary = \$500

Total = **\$1850** – Bi-weekly Earnings **POTENTIAL** based on **ACTIVITY**

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Levels of Qualification for Production and Earnings Breakdown

2nd Level : Agent Enroller

A) Agent Enroller Qualification

- 1) Pass the State Life and Health Insurance Exam
- 2) Complete Enroller Agent Contracts with UAF Insurance Carriers
- 3) Have Access to Car or Transportation
- 4) Complete training on use of Agencybloc System (CS)
- 5) Prospect/Referral Bank of 100 employees
- 6) Complete UAF Orientation Packet Training
- 7) Complete Anti-Money Laundering Training (AML Training)
- 8) Purchase E & O Insurance
- 9) Pass the Presentation of Product Knowledge Test *(Trainee)

B) Agent Enroller Earnings (salary plus commission)

- Salary : \$250 per week base pay with Quote requirement
- Quota : 5 life apps per week or 10 dis apps per wk ELIGIBLE for submission to insurance company
- Commission Bonus Range: \$70 per life app over the Quota requirement per wk.
\$35 per dis app over the Quota requirement per wk.

DEFINITION OF LIFE or DISABILITY: Any Individual Life, Disability, Hosp, Dental or Vision policy with a minimum premium of \$20/bw or \$40/mo. Riders do not qualify but can be used to meet premium amount requirements of the individual policy.

- Note: If Quota is not met, the shortage is transferred to the next weeks requirement as an add on. Commission Bonus cannot be paid unless quotas are met or caught up. There are no chargebacks, but there are Quota adjustments or assessments. Cancellation, not taken, and declines will trigger a Quota adjustment. Please note : 2 DI = 1 Life application

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The Proposed Activity Formulae

15 to 20 Prospects / Referrals per day (6 Days)

90 to 120 Prospects /Referrals per week

42 to 48 Appointments per week

7 to 8 Appointments per day

4 to 5 Presentations per day

2 Sales Per Day

2 x (1 Life +1 dis + 1 Hosp) per day

2 x (1 Life + 1 dis + 1 Hosp) per day x 12 days (2 Weeks)

24 Life + 24 dis + 24 Hosp per 2 weeks

24 Life - 5 Life Apps (To Satisfy Quota Requirements)

21 Life + 24 DI + 24 Hosp + Salary (\$500) = \$3650 biweekly

Total projected weekly earnings: \$3,650

Total projected annual earnings: \$94, 900 per year



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Levels of Qualification for Production and Earnings breakdown

3rd Level: General Agent Enroller

GENERAL AGENT ENROLLER QUALIFICATION

- A) Produce and submit 100 Life Apps within 1 calendar year or produce and submit 200 disability apps within 1 calendar year. You can use Life or Disability but no combination option.
- B) General Agent Enroller Earnings (Promotion) Offered if enroller meets above qualification.
 - 1) Earn override on every application submitted by an accompanying trainee after achieving Bonus Range
 - \$20 on Life override
 - \$10 on dis/hosp override
 - Payable only when in commission bonus range
 - If trainees or enrollers average the projected 2 sales per day formula
 - 2 bundle sales = $2 \times (1 \text{ life} + 1 \text{ dis} + 1 \text{ hosp})$
 - = $2 \text{ life} + 2 \text{ dis} + 2 \text{ hosp} \times 12 \text{ days (2 weeks)}$
 - = $24 \text{ life} + 24 \text{ dis} + 24 \text{ hosp per 12 days}$
 - = $(24 \times 20) + (12 \times 30) + (12 \times 30)$
 - = $480 + 360 + 360$
 - = \$1,200 additional bi-weekly commissions bonus
 - = \$3,650 regular agent enroller estimated earnings (See Agent Enroller)

\$4,850 bi- weekly earnings estimate

Total Projected Annual Earnings working the Activity Formula: **\$126,100**

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Commission on Products

Life Product:

Policy Premium	Trainee	Enroller	Override
\$20 and over	\$30	\$70	\$20
\$15.01 - \$19.99	\$20	\$50	\$15
\$10.01 - \$15	\$15	\$35	\$10
\$5.01 - \$10	\$10	\$20	\$7
\$5 and under	\$5	\$10	\$5

DI, Hosp, Dental & Vision, Health Products

Policy Premium	Trainee	Enroller	Override
\$20 and over	\$20	\$35	\$15
\$15.01 - \$19.99	\$15	\$20	\$10
\$10.01 - \$15	\$10	\$35	\$7
\$5.01 - \$10	\$5	\$20	\$5