

MP Career Agent Levels & Advancement

PROGRAM LEVELS

REQUIREMENT TO ADVANCE TO LEVEL

Agency Manager
85% (Core MP Products)

PERS/TEAM
 PRODUCTION

\$5M annual+ Submitted Life Premium*
 to advance to this career level

Sr. Team Builder
80% (Core MP Products)

PERS/TEAM
 PRODUCTION

\$2.5M annual+ Submitted Life Premium*
 to advance to this career level

Team Builder
75% (Core MP Products)

PERS/TEAM
 PRODUCTION

\$1M annual+ Submitted Life Premium*
 to advance to this career level

Jr. Team Builder
70% (Core MP Products)

PERS/TEAM
 PRODUCTION

\$500K annual+ Submitted Life Premium*
 to advance to this career level

Senior Producer
65% (Core MP Products)

PERSONAL
 PRODUCTION

\$150K total Submitted Life Premium*
 to advance to this career level

Field Producer III
60% (Core MP Products)

PERSONAL
 PRODUCTION

\$75K total Submitted Life Premium*
 to advance to this career level

Field Producer II
55% (Core MP Products)

PERSONAL
 PRODUCTION

\$37.5K total Submitted Life Premium*
 to advance to this career level

Field Producer I
50% (Core MP Products)

PERSONAL
 PRODUCTION

\$10K Submitted Life Premium* (from
 A- Leads, B Leads, PA Leads) to receive A Leads

*Annual refers to a 12-month calendar year (January - December)
 *Submitted Life Premium as reported by carriers. Annuities count
 at 5%, and Single Premium Life at 10%, towards this requirement.