

COMMISSION STRUCTURE

CAREER TRACK 2020				
Level	Position		Commissions	
			New	Renew
7	REGIONAL DIRECTOR (AB)		58%	5%
6	MARKET DIRECTOR (AB)		54%	4%
5	SALES PROFESSIONAL 5	FIELD DIRECTOR 5 (AB)	50%	3%
4	SALES PROFESSIONAL 4	FIELD DIRECTOR 4 (AB)	45%	2%
3	SALES PROFESSIONAL 3	FIELD DIRECTOR 3 (AB)	40%	2%
2	SALES PROFESSIONAL 2	FIELD DIRECTOR 2 (AB)	35%	1%
1	SALES PROFESSIONAL 1		30%	1%