

## PERSISTANCY BONUS



UNIVERSAL MARKETING IS PLEASED TO ADD ANOTHER BONUS FOR OUR AGENTS.

THE PERSISTANCY BONUS WILL BE AVAIBLE AFTER 16 MONTHS, AND AGAIN AFTER 25 MONTHS.  
THIS BONUS WILL BE PAID REGARDLESS OF THE AGENT'S ADVANCE DEBIT BALANCE.

TO QUALIFY;

AT 16 MONTHS-

AN AGENT MUST HAVE AT LEAST 50 CASES ACTIVE WITH A SECOND YEAR PERSISTANCY OF 70%.

THIS WILL GENERATE A LUMP SUM BONUS OF 2% OF THE RENEWAL COMMISSIONS FOR THE BOOK.

A MANAGER MUST HAVE AT LEAST 250 ACTIVE CASES WITH A PERSISTANCY OF 65% ON HIS ENTIRE BOOK.

THIS WILL GENERATE A LUMP SUM BONUS OF \$2,500.00

AT 25 MONTHS-

AN AGENT MUST HAVE AT LEAST 75 CASES ACTIVE WITH A SECOND YEAR PERSISTANCY OF 60%

THIS WILL GENERATE A LUMP SUM BONUS OF \$2,500.00.

A MANAGER MUST HAVE AT LEAST 400 ACTIVE CASES WITH A PERSISTANCY OF 55% ON HIS ENTIRE BOOK.

THIS WILL GENERATE A LUMP SUM BONUS OF \$4,000.00

THIS BONUS MAY EFFECTIVELY INCREASE YOUR ACTUAL RENEWAL RATE BY 50%