

2009

UNIVERSAL MARKETING'S QUARTERLY BONUS PLAN

EACH CONTEST WILL RUN FOR 13 WEEKS
 MUST HAVE \$85 K ISSUED DURING AND ACTIVE AT END OF QUARTER TO QUALIFY
 ISSUED A.V. FROM MAJOR MED, CRITICAL ILLNESS, AND ACCIDENT POLICIES WILL COUNT.



APPS PER WEEK	200	250	300	350	400	450	500
TOTAL APPS	2600	3250	3900	4550	5200	5850	6500
PRIZE POOL	41600	52000	62400	72800	83200	93600	104000

PLACE



1	\$ 8,000.00	\$ 9,000.00	\$ 10,000.00	\$ 11,500.00	\$ 13,000.00	\$ 14,000.00	\$ 15,000.00
2	\$ 6,500.00	\$ 7,800.00	\$ 8,100.00	\$ 9,500.00	\$ 10,200.00	\$ 11,000.00	\$ 12,000.00
3	\$ 5,000.00	\$ 6,200.00	\$ 6,800.00	\$ 8,000.00	\$ 9,000.00	\$ 9,500.00	\$ 10,000.00
4	\$ 4,100.00	\$ 4,800.00	\$ 5,600.00	\$ 6,500.00	\$ 7,500.00	\$ 8,000.00	\$ 9,000.00
5	\$ 3,200.00	\$ 3,600.00	\$ 4,400.00	\$ 5,000.00	\$ 5,800.00	\$ 6,200.00	\$ 7,500.00
6	\$ 2,500.00	\$ 3,100.00	\$ 3,700.00	\$ 4,400.00	\$ 5,000.00	\$ 5,300.00	\$ 5,800.00
7	\$ 2,100.00	\$ 2,600.00	\$ 3,100.00	\$ 3,600.00	\$ 4,200.00	\$ 4,400.00	\$ 4,800.00
8	\$ 1,700.00	\$ 2,000.00	\$ 2,600.00	\$ 2,900.00	\$ 3,300.00	\$ 3,800.00	\$ 4,300.00
9	\$ 1,500.00	\$ 1,900.00	\$ 2,300.00	\$ 2,700.00	\$ 3,100.00	\$ 3,500.00	\$ 3,900.00
10	\$ 1,400.00	\$ 1,700.00	\$ 2,100.00	\$ 2,500.00	\$ 2,900.00	\$ 3,200.00	\$ 3,600.00
11	\$ 1,300.00	\$ 1,500.00	\$ 1,900.00	\$ 2,200.00	\$ 2,500.00	\$ 2,800.00	\$ 3,200.00
12	\$ 1,200.00	\$ 1,400.00	\$ 1,700.00	\$ 2,100.00	\$ 2,300.00	\$ 2,600.00	\$ 2,800.00
13	\$ 1,100.00	\$ 1,300.00	\$ 1,600.00	\$ 2,000.00	\$ 2,200.00	\$ 2,400.00	\$ 2,600.00
14	\$ 1,000.00	\$ 1,200.00	\$ 1,500.00	\$ 1,800.00	\$ 2,000.00	\$ 2,300.00	\$ 2,500.00
15	\$ 1,000.00	\$ 1,000.00	\$ 1,400.00	\$ 1,600.00	\$ 1,800.00	\$ 2,100.00	\$ 2,400.00
16			\$ 1,300.00	\$ 1,400.00	\$ 1,600.00	\$ 2,000.00	\$ 2,200.00
17			\$ 1,200.00	\$ 1,300.00	\$ 1,400.00	\$ 1,800.00	\$ 2,000.00
18			\$ 1,100.00	\$ 1,200.00	\$ 1,300.00	\$ 1,700.00	\$ 1,800.00
19			\$ 1,000.00	\$ 1,100.00	\$ 1,100.00	\$ 1,600.00	\$ 1,700.00
20			\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,500.00	\$ 1,600.00
21						\$ 1,400.00	\$ 1,500.00
22						\$ 1,300.00	\$ 1,400.00
23						\$ 1,200.00	\$ 1,300.00
24						\$ 1,100.00	\$ 1,200.00
25						\$ 1,000.00	\$ 1,000.00

EACH 10% DIFFERENCE BETWEEN AGENTS WILL SKIP ONE PAY-OFF LEVEL.. EX; 200K A.V.= 1ST \$8000.00, 2ND MUST HAVE \$180K A.V. TO GET THE \$5500.
 UNIVERSAL MARKETING MAY ADJUST OR CHANGE PAY-OUTS AT THEIR DISCRETION.
 FINAL TOTALS MAY CHANGE BASED ON PREMIUMS AND VOLUME.
 WINNERS WILL RECEIVE BONUS AT AWARDS PARTY LOCATION.
 AGENTS MUST BE ACTIVE AND IN GOOD STANDING TO COLLECT BONUS AND TRIP.
 TRIP LOCATIONS WILL BE ANNOUNCED DURING THE CONTEST PERIOD.
 TERMINATIONS AND LAPSES FROM THE PREVIOUS QUARTERLY CONTEST WILL BE DEDUCTED FROM THE CURRENT QUARTER'S A.V. AT FINAL AUDIT

