

Life Strategies Group IBC Commission and Advancement Guidelines

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The greatest challenge facing Infinite Banking today is the lack of trained and qualified producers who understand and can **implement** the concepts taught by R. Nelson Nash. Skilled agents who understand the concepts and can effectively implement multiple IBC strategies can create infinite benefits for their clients. Conversely, untrained agents are a liability to their clients and the Infinite Banking Concept.

LSG will accept new agents with no experience with IBC or Life Insurance. While anyone may recommend an appointment and compensation level; all appointments and compensation levels will be determined by LSG. All newly appointed agents will be required to demonstrate their requisite competency with IBC to be able to advance.

Your Choice of Tracks

There are two tracks through which agents may develop their skills; the slower, do-it-yourself industry standard, or Mentored, more aggressive fast start approach. Newly appointed agents will be given their choice of tracks upon which they wish to advance their knowledge and skill levels. Regardless of the track selected, developing such skills requires dedication, study and most importantly **on-the-job-experience**. LSG's preferred approach is to provide Mentors who are willing to split cases with less experienced agents helping develop those agents develop these necessary skills. Those who chose to 'go it alone' will be doing just that, going it alone.

LSG's compensation and advancement policy emphasizes individual production and competency to assure IBC standards will be continually met and maintained. By emphasizing these skill sets, we will help millions of people while building very successful businesses for everyone within LSG. Regardless of the track selected, the compensation and advancement criterion is the same for all advancements.

Position	Comments	Production Requirements	Compensation	Override
Trainee	Operates under the tutelage of a Life Strategies Agent who sponsors a Trainee and provides oversight and direction for the newly appointed Trainee.	A trainee must 1) personally own an <u>IBC Designed Policy</u> , 2) be licensed, appointed and recommended by a Life Strategies agent (with whom they may split cases). Once Trainee has \$20,000 in cumulative NAC and a minimum of two 'outside cases' he is advanced to Associate.	26.25% Net on 'outside cases' split with Life Strategies Associate(s). 52.5% for personal 'inside cases'.	0
Associate	Associate has attended basic boot camp training and completed MTL University basic courses, can handle basic case design and maneuver underwriting requirements.	Continue to study and learn about IBC, MTL and PLI and after producing a cumulative \$30,000 in NAC (personal production) <u>and a minimum</u> of 5 cases will advance to a Producer.	52.5% commission on all personal production and paid trainee cases.	26.25%
Producer	Has completed LSG IBC sufficient to demonstrate abilities in designing and implementing basic IBC cases.	Continue to study and learn about IBC, MTL and PLI and after producing \$50,000 as a Producer in cumulative NAC (personal production) within <u>90 consecutive days</u> and a minimum of 5 cases, advances to General Agent.	75% commission level on all personal production	Up to 48.75%

General Agent-(Mentor)	Must have 3 direct licensed producing agents and has demonstrated competency in designing and implement IBC cases in multiple environments.	Mentors must be General Agents to be considered for Mentoring Relationships. Once General Agent produces \$90,000 in NAC within <u>90 consecutive days</u> , advanced to Advanced General Agent.	80% commission level on all personal production	Up to 53.75%
Advanced General Agent	Must have 3 direct Producing General Agents and continue to demonstrate competency in designing and implementing IBC cases in multiple environments and ability to lead and mentor others. (Advancements beyond General Agent may include hierarchy's production).	Once Senior General Agent produces \$120,000 NAC <u>within 90 consecutive days</u> , advanced to Senior General Agent. Minimum Personal Production of \$20,000 of NAC and no more than 1/3 of production will count toward advancement from any one hierarchy.	90% commission level on all personal production	Up to 63.75%
Senior General Agent	Must have 3 direct Advanced General Agents and continue to demonstrate competency in designing and implement IBC cases in multiple environments and ability to lead and mentor others	Once Advanced General Agent produces \$150,000 NAC within 90 consecutive days, advanced to Executive General Agent	95% commission level on all personal production	Up to 68.75%
Executive General Agent	Must have 3 direct Senior General Agents and continue to demonstrate competence in leading, developing and training of the Infinite Banking Concept.	Once Executive General Agent produces \$225,000 in NAC premium within 90 consecutive days advanced to Senior Executive Agent.	100% commission level on all personal production	Up to 73.75%
Senior Executive Agent	Must have 3 direct Executive General Agents and has become renown in their leadership skills and the development and training of the Infinite Banking Concepts on major scale.	Once Senior Executive Agent produces \$1,200,000 NAC within 365 consecutive days, advanced to Inner Circle	110% commission level on all personal production	Up to 83.75%

Rules and Definitions

- No compensation may be earned on any training sales until agent is fully licensed and appointed.
- **NAC** means Basic Level Net Annualized Commission (as determined by MTL), and means paid commission, which has been paid for and is beyond each individual state's 'free look' requirements; not merely cases submitted.
- All production requirements are based on **individual production**. While agents may chose to function as an entity they will need commensurate agency production for advancement, e.g., two agents working as a corporation will need double the requirements to qualify for advancements.
- **Inside Cases** means those cases with your personal family members, spouse, children, parents or siblings. Inside cases provide very little 'real world' experience.
- **Outside Cases** means cases written and closed outside of one's family members or business partners.
- **PLI** means Permanent Life Insurance.
- IBC Competency Levels will be determined and required for advancement.

- All splits will count as if the commission were earned by the subordinate producer up to and including the Associate level (52.5%).
- The 90 consecutive day time frame is required for all production to count for advancement. Advancement beyond General Agent may include your hierarchy's production. Each advancement requires a minimum personal production of paid NAC and no more than 1/3 of your hierarchy's production will count for advancement from any one hierarchy.
- **Producing Agent** is an agent licensed and appointed through LSG, has completed IBC Basic Training and has produced at least one case per month in each of the preceding qualifying months.
- **Mentors** are General Agents who have demonstrated their ability to rapidly increase new agent understanding of case design and the implementation of IBC cases. All commission splits with mentors will count toward advancement requirements.
- New agents are strongly encouraged to align themselves with a Mentoring Partner who can fast track their learning and production levels.
- All agents are expected to participate and complete the 3-Day Basic Training Boot Camp as well as attend the weekly webinars and training for IBC. While a Mentoring partner is not required, it is ***highly*** recommended.
- New agents have the option to determine whose organization they want to join, irrespective of any hierarchy that may now exist with UFirst or UFirst Financial.