

Regional General Agent Bonus

For each MGA coded under an RGA, the RGA is eligible for a weekly bonus equal to 20% of the Leadership Bonus earned by the MGA. The Leadership Bonus is dependent on the production of Agents coded under the MGA.

The RGA must have the required quality factor (retention or net to gross) to be eligible for the bonus.

The RGA is eligible for the bonus for as long as they continue to manage the MGA. The cost of the bonus is 50% Company / 50% SGA.

SGAs may request the bonus percentage be increased to either 30% or 40% at their cost.

Example: *RGA over three MGAs*

MGA 1 Weekly Bonus = \$2,100

MGA 2 Weekly Bonus = \$1,500

MGA 3 Weekly Bonus = \$800

RGA Bonus = \$4,400 x 20% = \$880