

World's Greatest Bonus

The Weekly Bonus is a three-tier bonus based on time contracted. All eligibility is based on gross ALP in the week as shown on their weekly advance report. The bonus calculation is [based on the Net ALP for the week](#).

Agents 0-9 Mos.

- * Must submit at least \$1,050 gross ALP
- * Agents in their first 9 months must also meet the required net to gross ratio listed below:
 - o 1st - 3rd months – 86% net to gross is required
 - o 4th - 6th months – 82% net to gross is required
 - o 7th - 9th months – 78% net to gross is required
 - Note: Net to gross comparison uses the prior month end AP&P data

Agents 10-18 Mos.

- * Must submit at least \$1,250 gross ALP
- * Requires 68% retention

Agents 19+ Mos.

- * Must submit at least \$1,500 gross ALP
- * Requires 68% retention

All tiers are eligible for an increase of the bonus percentage which varies based on consecutive qualifications:

- o 1st weekly bonus qualification = 5% of Net ALP for the week
- o 2nd consecutive qualification = 10% of Net ALP for the week
- o 3rd consecutive qualification = 15% of Net ALP for the week
- o Each consecutive qualification after that = 15% of Net ALP for the week

If an agent fails to qualify in a week, they start over at the 5% bonus eligibility amount.

Agents 10+ months can receive a bonus increase based on their retention rate:

- o 68 - 71.9% – Regular 5, 10, or 15% payment
- o 72 - 76.9% – 10% of bonus extra
- o 77 - 81.9% – 20% of bonus extra
- o 82+% – 30% of bonus extra

Agents 10+ months with retention between 67.9% and 64% will be paid a reduced bonus at a 20% decrease for each point below 68:

- o 67% – 80% of bonus
- o 66% – 60% of bonus
- o 65% – 40% of bonus
- o 64% – 20% of bonus
- o 63% or lower – no bonus