



**PROMOTION GUIDELINES**

**55-105%\*\* Contracts**

\*\*Indicates contract commission rate for Qualifying Agents writing Mortgage Protection products with America's HMS 125 (OR) Am-Am's Home Protector

**NATIONAL AGENCY DIRECTOR\*..... 95% (105%\*\* Contract + TZG Production Bonus**

- \$200,000 Team AP submitted over THREE (3) consecutive months
- TWELVE (12) or more Direct Producing Agents each month of qualification

**REGIONAL AGENCY MANAGER\*..... 90% (100%\*\* Contract + TZG Production Bonus**

- \$100,000 Team AP submitted over THREE (3) consecutive months
- TEN (10) or more Direct Producing Agents each month of qualification

**AGENCY MANAGER\*..... 85% (95%\*\* Contract + TZG Production Bonus**

- \$75,000 Team AP submitted over THREE (3) consecutive months
- EIGHT (8) or more Direct Producing Agents each month of qualification

**AGENCY LEAD\*..... 80% (90%\*\* Contract**

- \$50,000 Team AP submitted over TWO (2) consecutive months
- FIVE (5) or more Direct Producing Agents each month of qualification

**REGIONAL AGENT\*..... 75% (85%\*\* Contract**

- \$25,000 Personal AP submitted over TWO (2) consecutive months

**DIVISION AGENT\*..... 70% (80%\*\* Contract**

- \$15,000 Personal AP submitted over TWO (2) consecutive months


**DISTRICT AGENT\*..... 65% (75%\*\* Contract**

- \$10,000 Personal AP submitted over TWO (2) consecutive months

**SENIOR AGENT\*..... 60% (70%\*\* Contract**

- \$7,500 Personal AP submitted over TWO (2) consecutive months

**BASE AGENT\*..... 55% (65%\*\* Contract**      Agent Name: \_\_\_\_\_

**Agent Signature:**  \_\_\_\_\_      Date: \_\_\_\_\_

\* Senior Agents and above may immediately qualify to Override agents they recruited when they were Base Agents  
 \* \$2,000 Annualized Premium (AP) is the MAXIMUM Credit per application to be counted for promotions and/or bonuses  
 \* NO Controlled Business (Business the carrier refuses to pay Advance commissions on due to the Agent/Client relationship)  
 \* 70% or Higher Placement AND 70% or Higher Persistency to qualify for AND maintain contract promotion levels and/or bonuses  
 \* Production credit for promotions and/or bonuses is based on business submitted in "good order" to TZG for submission to carriers  
 \* TZG reserves the right to reduced and agent's contract level for lack of production at any time after 60 days of qualification  
 \* Production counts only the first time business is submitted within 90 days as submitted AP for promotions and/or bonuses  
 \* Contract Levels are to be completed in consecutive order to demonstrate consistent, solid and long-term business growth  
 \* Monthly production for promotions and/or bonuses is based on each Calendar month  
 \* Agent levels are based on Earned Commission levels per various carrier contracts  
 \* These guidelines are intended only as a program summary  
 \* For more details see [TZG's Terms and Conditions](#)