

HOW TO MAKE \$

- Commissions are based off of “ALP”
- “ALP” stands for Annualized Life Premium (Their monthly premium X 12 months = ALP)
- Average sale size is \$84 a month (\$1,008 ALP)
- New agents get 50% commission. (\$1,000 ALP = \$500 Friday paycheck)
- Average close ratio is 1/3.
- If you present to 6 people you should sell 2.
- 2 sales on average = \$2,000 ALP
- \$2,000 ALP = \$1,000 FRIDAY PAYCHECK
- SIMPLY PUT, if you read the script verbatim to 6 people a week... you will make \$1,000 for the week.

HOW TO MAKE \$100K AS AN SA

- To become an SA you need to make 10 sales in a month OR have 2 personal recruits.
- As an SA you make 50% commission from personal sales still.
- As an SA you make about 25% of whatever your agents make (If your agent writes \$2,000 ALP and makes \$1,000 income for the week... you as the SA get 25% bonus from their paycheck... meaning you make \$250 from the agent writing \$2,000 ALP)
- So if you have 4 agents all writing \$2,000 ALP a week. You make \$250 off each one of the 4... that is \$1,000 a week income from your teams sales.
- On top of that if you write \$2,000 ALP in personal sales you make another \$1,000 income.
- So to make \$2k a week you need to write 2,000 ALP with a team of 4 agents all writing 2,000 ALP. If you do that every week of the year you'll make \$104,000.