

Account Representative

Account Representative	Description and Expectations
Monthly Commission Production Requirements	Auto: 20 Fire: 20 Life: 3 Health: 3 Total Applications: 50 Reviews: 2 PTO: Cannot exceed 75% before end of May
Two Month Bonus Requirements	Auto: 80 Fire: 60 Life: 8 Health: 8 HH Quotes: 160 PTO: Cannot exceed 75% used before end of May
Travel Incentive & Exotic Travel	Travel Incentive <ul style="list-style-type: none"> • Must achieve Bi-Monthly Bonus Requirements 5/6 periods. • 4 paid days vacation, 5 nights/6 days, transportation and lodging expense Exotic Travel <ul style="list-style-type: none"> • Must achieve Bi-Monthly Bonus Requirements 6/6 periods. • 5 paid days vacation, 6 nights/7 days, transportation and lodging expenses
Salary Raise and Promotion Eligibility	Must Achieve Expectations, PTO, and Remain in good standing with Office Code of Conduct

TROPHY CLUB CONSULTING



Commissions	Account Representative
Property and Casualty (Raw new and transfers only)	Auto - \$25 Commercial Auto - \$50 Apartments - 2.5% Workers Comp - 2.5% Business - 2.5% Home/Farm - \$25 Renters - \$1 RDP - \$15 Condo/RCUP - \$10 Mobile Home - \$10 PLUP/CLUP - \$10 Trailers/ATV - \$5 Pet Insurance - \$20 PAP - \$5
Life	Tier 1 - <=5 policies Term 10% Limited Pay & GIFE 10% Whole 15% Universal 15% Tier 2 - 6-10 policies Term 15% Limited Pay & GIFE 15% Whole 20% Universal 20% Tier 3 - >10 policies Term 17% Limited Pay & GIFE 17% Whole 22% Universal 22%
Deferred Annuity & SPIA	1%
Health	Disability 25% Medicare Supplement 5% Hospital Indemnity 25%
Commission Qualifications	Minimum expectations must be met Policies must be issued and paid

TROPHY CLUB CONSULTING



Bonus	Account Representative
Bimonthly Bonus (Paid every 60 days based on issued and paid premium)	Must meet qualifications Bonus Amount: 3% of total premium

Benefits	Account Representative
Simple IRA	100% match up to 3% of compensation
Health Insurance	50% of premiums paid for employee on Silver plan Optional Dental & Vision
Paid Time Off	12 - 18 days (based on tenure)
Tuition Reimbursement	100% up to tax deductible limit after 1 year of employment with 18 month look-back
Company Car	Use for appointments and outside marketing only