



# Codes

Rep Codes	Capita	Schwab	Allianz
Michael Littledike	ML	0818-0545	806103515
Tyler Williamson	TW	0839-3463	806103547
Zaccary Call	ZC	0822-5943	
Bart Wagstaff	BW	0819-0760	806103658
Jayson McGinnis	JM	0815-3709	806103696
Zach Geertsen	ZG	0827-4879	806103773
Rinar Erickson	RE	0843-4823	806103771
Tyson Long	TL	0824-8277	806103776
Tim Gottfredson	TG	0814-5308	806103768
Laura Hadley	LH	0820-4819	806103774
Rich Gurr	RG	0838-6845	
Joe Kent	JK	0836-7126	806103783
Tyler Schenk	TS	0830-2985	806103778
Joshua Scott	JS	0838-5080	806103772
Tanner Smith	TA	0823-7230	806103784
Brock Andersen	BA	0814-8023	
Alison Frasca	AF	0843-7858	
PCRA Accounts		0930-3716	

Payout Code Guide			
Field	Who's initials go in this field?	What can go in this field?	Special Rule
FAA	The advisor that ran the first appointment	2 initials	
Shared SRC	Secondary reason they met with us (only used with network partners with manager approval)	2 initials	Only with network partners
SRC	The reason they met with us about planning	2 initials	
CLS	The advisor who closed the deal	2 initials	
SRV	The advisor(s) who is/are currently their planner	4 initials	2 initials in Orion



Payout Code Guide									
Category	Type	Code	Name	SHD	SRC	CLS	SRV	Note	
Advisor Codes	Advisor	AF	Alison	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	BA	Brock	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	BW	Bart	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	CM	Cassie	Only with network partners	Yes	Yes	No	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	JK	Joe	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	JM	Jayson	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	JS	Josh	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	LH	Laura	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	ML	Mike	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	RE	Rinar	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	RG	Rich	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	TA	Tanner	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	TG	Tim	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	TS	Tyler S	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	TW	Tyler W	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	ZC	Zacc C	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	ZG	Zach G	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	Advisor	TL	Tyson	Only with network partners	Yes	Yes	Yes	Primary Advisor Code, dictates compensation for this advisor	
	JNT SRV Code	MT	Mike & Tyson		No	No	No	Yes	Shared Servicing Code for unique HNW relationships ZC & ML need to be involved in
	JNT SRV Code	ZT	Zacc & Tyson		No	No	No	Yes	Shared Servicing Code for unique HNW relationships ZC & ML need to be involved in
Senior Benefits Codes	Medicare agent on retainer	S1	Trenton	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S2	Matt	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S3	Brent	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S4	Chandler	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S5	Phillip	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S6	Jodie	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S7	Erik	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S8	Lori	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	S9	SB Operations	Only with an advisor	Yes	No	No	Senior Benefits direct referral from a staff member at SB	
	Medicare agent on retainer	B1	Daela	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	B2	Freddy	Only with an advisor	Yes	No	No	Senior Benefits direct referral from agent	
	Medicare agent on retainer	SB	SB General Presentations, No personal intro	Only with an advisor	Yes	No	No	SB opened the door to present, we got prospect as a result, not a direct intro from an agent	
	Misc. codes	Non-active paid lead	SA	Smart Asset	Always CF	Yes	No	No	Capita paid leads in 2023 and early 2024.
Former Advisor		LA	Luke Allen - Former Advisor	No	Yes	Yes	No	We leave Former Advisors in SRC & CLS so we know the previous client experience	
General house code		CF	Capita General House	Most SHD for the firm should be CF	Yes	No	No	When Capita creates general prospecting opportunities. Cannot CLS or SRV because CF is not a person.	
Former Advisor		MJ	Matt Johns - Former Advisor	No	Yes	Yes	No	We leave Former Advisors in SRC & CLS so we know the previous client experience	



# CAPITA

FINANCIAL NETWORK

Payout Code Guide								
Category	Type	Code	Name	SHD	SRC	CLS	SRV	Note
Network Partners	RIA shared Revenue Partner	CW	Curated Wealth	Always LI on new CW Introductions	Yes	No	No	We pay Curated Wealth 20% of net-to-Capita fees as they are an RIA
	Estate Planner on retainer	GI	Greg Lyle - Intermountain Connections	Always CF	Yes	No	No	We track leads from Greg that were also a result of the Intermountain connection
	Estate Planner on retainer	GL	Greg Lyle - Non-Intermountain Connections	Always CF	Yes	No	No	We track leads from Greg that are solely an introduction from Greg and not IH affiliated
	Medicare agent on retainer	KB	Katrina Bourne	Always CF	Yes	No	No	We track direct referrals from Katrina
	Charitable Consultant on retainer	LI	Lindsay Hadley	Yes	Yes	No	No	LI can be Shared (Curated Wealth) or SRC. Hers are tricky, communicate with Cassie to clarify
	Business Consultant on retainer	MP	Matt Porter	Always LI on new MP	Yes	No	No	We were introduced to MP by LI, Follow Payout Code Bible for SRC on Next Gen referrals MP Clients
	Charitable Consultant on retainer	RC	Rick Clayton	Yes	Yes	No	No	RC can be SHD or SRC, communicate with Mike to clarify.
	Estate Planner on retainer	RD	Rustin Diehl	Likely CF	Yes	No	No	Rustin is an estate planner that gives us direct referrals.
	Estate Planner on retainer	R1	Klea Harris	Likely CF	Yes	No	No	Klea is part of the Rustin relationship so she rolls under RD with the R1 code
	Business Consultant on Retainer	ST	Sam Taggart	Always LI on new ST	Yes	No	No	Sam will mainly work with Brock, Follow Payout Code Bible for SRC on Next Gen referrals from ST Clients
	Paid leads	NW	Nerd Wallet	Always CF	Yes	No	No	Capita paid leads
Youtube Podcasting	Platform, Podcasting, Youtube	9D	90 Days From Retirement	Yes	Yes	No	No	Primary Advisor Code, dictates compensation for this advisor
	Platform, Podcasting, Youtube	FC	The Financial Call Podcast	Yes	Yes	No	No	Primary Advisor Code, dictates compensation for this advisor
	Platform, Podcasting, Youtube	RN	Retirement Nerds	Yes	Yes	No	No	Primary Advisor Code, dictates compensation for this advisor
	<p>Unique Platform/Podcasting/Youtube SRC rules:</p> <p>FC,RN,XX,XX = Anything from Retirement Nerds (FC always shared)</p> <p>CF,FC,XX,XX = Podcasting that doesn't include Retirement Nerds (no shared, standard CF)</p> <p>9D/RN SF HHs with creation dates prior to 1/1/2024 were 9D</p> <p>9D/RN SF HHs with creation dates on or after 1/1/2024 are RN</p> <p>9D can still happen after 1/1/2024 if SB sends us a lead from their employer site, but this is less common</p>							