

# Momentum Bonus

Consistent performance deserves to be rewarded. The Assumption Life **Momentum Bonus\*** is a compensation initiative that encourages you to build sales momentum and grow your business, while earning more commission in the process.

## HOW IT WORKS

Advisors who reach \$10,000 in net annualized first year commission (NAFYC) on all individual insurance products within a calendar year will be eligible for the Momentum Bonus.

Once an advisor reaches a total of \$10,000 NAFYC and a minimum of 5 policies, the Momentum Bonus is applied to all NAFYC for that given year and the advisor will be eligible for an increased Momentum Bonus the following year (see below). As long as the advisor continues to achieve the \$10,000 NAFYC each calendar year, they will qualify for the Momentum Bonus.

## BONUS PAYOUT

The Momentum Bonus is calculated the last day of each month. Once an advisor reaches \$10,000 NAFYC and a minimum of 5 policies, the Momentum Bonus will be paid retroactive based on all NAFYC earned since the beginning of the calendar year. The bonus will be paid the first week of the following month.

***"THE MOMENTUM BONUS IS PAID MONTHLY AS EARNED (NOT THE FOLLOWING YEAR) SO YOU GET PAID QUICKLY."***

Number of consecutive years	1	2	3	4 or more
Momentum Bonus	<b>15%</b> of NAFYC	<b>20%</b> of NAFYC	<b>25%</b> of NAFYC	<b>30%</b> of NAFYC

\*The Momentum Bonus will form part of the Broker Compensation Guide and is subject to the terms and conditions of both the guide and the broker contract with Assumption Life. Net annualized first year commission or NAFYC is total amount of commission earned on individual insurance business in a calendar year, less any chargebacks using our standard rolling 24-month chargeback period. If in any calendar year an advisor receiving a Momentum Bonus generates less than the minimum NAFYC, the advisor will no longer be entitled to a Momentum Bonus. If in any subsequent year the advisor generates the minimum NAFYC for that year, they will be entitled to a Momentum Bonus restarting at Year 1. If during the qualification year you are receiving the Momentum Bonus and chargebacks are incurred, a portion of bonus equal to the chargeback amount will be reversed at the applicable bonus rate. Policies submitted with more than one advisor will qualify based on each advisor's percentage of commission split, based on their individual broker codes. All candidates must follow industry and regulatory guidelines including full disclosure to their clients regarding participation in the Momentum Bonus and any other applicable incentive programs. For more details on compensation and bonuses, please review the updated Broker Compensation Guide.

# CALCULATE YOUR EARNING POTENTIAL!

See how the Momentum Bonus will affect your commissions by using our handy calculator:

## How much do I need to sell?

Fill in the blanks

### Minimum NAFYC

Qualification criteria

### Average FYC (%)

Select average FYC for production

### Minimum Premium

Minimum premium needed to achieve Momentum Bonus

## Let's dream big!

See how much more you could earn

### Premium Goal

Enter an amount (higher than minimum premium)

### Override (%)

Enter override percentage eligible for personal production

	Standard Commission	Momentum Bonus	Momentum Payout	Total Commission
Year 1	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Year 2	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Year 3	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Year 4	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## EARNING A HIGHER BONUS ELSEWHERE? WE'LL MATCH IT!

Assumption Life is committed to helping you grow your business. In addition to the Momentum Bonus, we offer a matching program. If you're currently earning more with another carrier Assumption Life can match it!

If you achieve Momentum qualification, i.e. \$10,000 in NAFYC and a total of 5 policies in 2021, you now qualify for our matching offer! If you receive a higher bonus rate elsewhere and provide proof, we'll **MATCH** up to 30% bonus rate and compensate you the additional on all your sales to date, from January 1, 2021 to date.

You remain eligible for a higher bonus rate every year, from 2022 and beyond, on all your Assumption Life sales, once you achieve the yearly minimum NAFYC requirement.

Official written confirmation from another carrier of an advisor's bonus level eligibility for 2021 must be provided before the same eligibility may be offered under the Momentum Bonus program. Assumption Life reserves the right to determine what constitutes acceptable proof and which products define policies.