

MP Career Agent Levels & Advancement

PROGRAM LEVELS

REQUIREMENT TO ADVANCE TO LEVEL

Agency Manager

85% (Core MP Products)

PERS/TEAM
PRODUCTION

\$5M annual⁺ Submitted Life Premium*
to advance to this career level

Sr. Team Builder

80% (Core MP Products)

PERS/TEAM
PRODUCTION

\$2.5M annual⁺ Submitted Life Premium*
to advance to this career level

Team Builder

75% (Core MP Products)

PERS/TEAM
PRODUCTION

\$1M annual⁺ Submitted Life Premium*
to advance to this career level

Jr. Team Builder

70% (Core MP Products)

PERS/TEAM
PRODUCTION

\$500K annual⁺ Submitted Life Premium*
to advance to this career level

Senior Producer

65% (Core MP Products)

PERSONAL
PRODUCTION

\$150K total Submitted Life Premium*
to advance to this career level

Field Producer III

60% (Core MP Products)

PERSONAL
PRODUCTION

\$75K total Submitted Life Premium*
to advance to this career level

Field Producer II

55% (Core MP Products)

PERSONAL
PRODUCTION

\$37.5K total Submitted Life Premium*
to advance to this career level

Field Producer I

50% (Core MP Products)

PERSONAL
PRODUCTION

\$10K Submitted Life Premium* (from
A- Leads, B Leads, PA Leads) to receive A Leads

⁺Annual refers to a 12-month calendar year (January - December)
^{*}Submitted Life Premium as reported by carriers. Annuities count at 5%, and Single Premium Life at 10%, towards this requirement.

