

Moving Up — Basic Life Insurance Compensation and Overrides*

Representative	25% Contract
Senior Representative	35% Contract + 10% Override
District Leader	50% Contract + 15-25% Override
Division Leader	60% Contract + 10-35% Override
Regional Leader	70% Contract + 10-45% Override
RVP	95% Contract + 10-70 % Override + Bonuses

See your RVP for guidance for advancement.

We are a sales management company. That means that we get paid on our own personal sales and when we build a team, we also get paid on the sales our team members make.

*Contract advancement subject to being in good standing with each Primerica company. Percentages are based on Primerica Life's Custom Protection IV 20 (Form C4-20) product, issue ages 26-60 (outside of New York) and National Benefit Life's Custom IV 20 (NB-C4-20) product, issue ages 26-60 (in New York). A portion of commissions is subject to placement in a deferred compensation account (DCA) with deferred release. These commission rates and levels are subject to change from time to time.

*Primerica representatives market life insurance underwritten by the following affiliated companies in these respective jurisdictions: National Benefit Life Insurance Company, Home Office: New York, NY in New York State; Primerica Life Insurance Company in all other US jurisdictions; Primerica Life Insurance Company of Canada, in Canada.

LET YOUR GOALS KEEP YOU EXCITED.