



Promote Yourself Guidelines Pay for Leads

Starter	80%
\$10,000/Month	85%
\$12,000/Month	90%
\$45,000	95%
\$60,000	100%
\$75,000	105%
\$90,000	110%
\$180,000	115%
\$300,000	120%
\$495,000	125%
\$660,000	130%

- ⦿ Red indicates “Fast Track” promotions on a monthly basis.
- ⦿ All other levels are on a quarterly basis and are awarded at the end of each calendar quarter.
- ⦿ Agents may only move up one level at a time.
- ⦿ Guarantee Issue business does not count towards promotion levels.
- ⦿ Agents must maintain carrier standards on placement and persistency.
- ⦿ ORCA Life maintains the authority to adjust commission levels at its discretion and may change the guidelines when it sees fit.



Promote Yourself Guidelines Earned Lead Program



Starter	50%
\$10,000/Month	55%
\$12,000/Month	60%
\$45,000	65%
\$90,000	70%
\$180,000	75%
\$300,000	80%
\$660,000	85%

- ⦿ Red indicates “Fast Track” promotions on a monthly basis.
- ⦿ All other levels are on a quarterly basis and are awarded at the end of each calendar quarter.
- ⦿ Agents may only move up one level at a time.
- ⦿ Guarantee Issue business does not count towards promotion levels.
- ⦿ Agents must maintain carrier standards on placement and persistency.
- ⦿ Transferring to a Pay for Lead contract constitutes a 30% movement only.
- ⦿ ORCA Life maintains the authority to adjust commission levels at its discretion and may change the guidelines when it sees fit.