



FAMILY FIRST LIFE

PRODUCER LEVEL GUIDE



PRODUCER LEVELS ARE OBTAINED BY PERSONAL IP PRODUCTION ONLY



\$100,000 IP A MONTH



\$75,000 IP A MONTH



\$50,000 IP A MONTH



\$40,000 IP A MONTH



\$30,000 IP A MONTH



\$20,000 IP A MONTH



\$15,000 IP A MONTH



\$10,000 IP A MONTH



MANAGER LEVELS

MANAGER LEVELS
ARE OBTAINED BY
TOTAL HIERARCHY
IP VOLUME

EBM

SBM

BM

EVP

SVP

VP

SSM

SM



\$3,000,000 IP A MONTH

EBM

MUST MAINTAIN \$1,000,000 IP OUTSIDE OF YOUR TOP LEG AND \$500,000 IP OUTSIDE OF YOUR TOP TWO LEGS



\$2,000,000 IP A MONTH

SBM

MUST MAINTAIN \$500,000 IP OUTSIDE OF YOUR TOP LEG AND \$300,000 IP OUTSIDE OF YOUR TOP TWO LEGS



\$1,000,000 IP A MONTH

BM

MUST MAINTAIN \$350,000 IP OUTSIDE OF YOUR TOP LEG AND \$150,000 IP OUTSIDE OF YOUR TOP TWO LEGS



\$500,000 IP A MONTH

EVP

MUST MAINTAIN \$200,000 IP OUTSIDE OF YOUR TOP LEG



\$300,000 IP A MONTH

SVP

MUST MAINTAIN \$100,000 IP OUTSIDE OF YOUR TOP LEG



\$150,000 IP A MONTH

VP

MUST MAINTAIN \$50,000 IP OUTSIDE OF YOUR TOP LEG



\$100,000 IP A MONTH

SSM

An SSM FFL will create a logo for your agency based on the name and design of your choice



\$50,000 IP A MONTH

SM

\$25,000 Max Personal Production credit at the SM level only