



## GET STARTED

Start field training today, get licensed fast and get promoted to District Leader with increased commission levels. Lay the foundation for the business – and the future – you joined Primerica to build!

# FIELD TRAINING BONUS



In Manitoba, New Brunswick, Prince Edward Island and Newfoundland and Labrador, there are compensation restrictions.

The Field Training Bonus opportunity is only available to new unlicensed recruits during their individual qualification period. For important details about the Field Training Bonus, ask a Primerica Representative for the Field Training Bonus Program Document.

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The Opportunity has  
**NO MAXIMUM!**

**HANDS-ON EXPERIENCE IS PRICELESS.** At Primerica, beginning day one as you field train and get that hands-on experience, your leader will help you with an incredible bonus opportunity. The Field Training Bonus rewards you for getting off to a **QUICK START** learning the business and getting licensed while helping others. These are the most important things your leader will work with you to do.

## RECRUIT

Build a team and start your business.

## FIELD TRAIN

Help families across the kitchen table.

## LICENSE

Learn the business, get licensed, and earn a **Field Training Bonus.**

## PROMOTE

Get promoted to **District Leader** to kick start your future.

### FIELD TRAINING BONUS

**BANK A \$200 CREDIT FOR EVERY 1 RECRUIT X \$1,000 FIELD TRAINING OBSERVATION PREMIUM<sup>1</sup>**



#### WHAT WILL YOUR BONUS BE?

Your bonus is paid when you get your license!  
**NO MAXIMUM!**<sup>1</sup>



Log in to the Primerica App within **24 hours** of IBA and bank your first **\$50** in Field Training Bonus credits!<sup>2</sup>

### WHAT YOU DO

- Submit your IBA (Independent Business Application).
- Plug in to the Primerica App to begin tracking.
- Attend Field Training Observations (FTOs).
- Recruit others to be a part of your team.
- Complete insurance pre-licensing in 60 days and get your life license in 90 days (120 days in Canada and 220 days in Puerto Rico).

### BEFORE YOU'RE LICENSED

Get \$200 Field Training Bonus credits for each<sup>1</sup> recruit X \$1,000 in annual life premium that you observe during those FTOs.

### WHEN YOU GET LICENSED

- As long as the business resulting from the FTOs is still in force when you get licensed, then your credits will become a bonus that is paid to you.
- You must have full-service POL<sup>3</sup>, available for an additional monthly fee, at the time the bonus is payable.
- You can earn commissions as a licensed Primerica representative!

**If you don't get licensed during the qualification period:** Credits expire, and no Field Training Bonus is paid.

<sup>1</sup> During the qualification period bonus will be paid to licensed representatives based on approved product sales. Average bonus \$475, based on bonuses earned between May 2, 2019 and January 29, 2020. Figures include U.S. and Canadian dollars remaining in the local currency earned by the representative, not adjusted for exchange rates. <sup>2</sup> Access to the Primerica App requires a full-service POL subscription <sup>3</sup> Primerica Online Website