



PERSONAL PLAN COMMISSIONS

	Combo Plans		LegalShield	IDShield Only	
	Family	Individual	Family or Ind.	Family	Individual
Commission Level	\$49.90 <small>\$24.95 LegalShield \$24.95 IDShield</small>	\$34.90 <small>\$24.95 LegalShield \$9.95 IDShield</small>	\$24.95	\$24.95	\$9.95
EXECUTIVE DIRECTOR 50 Sales a Month	\$280.00	\$209.82	\$140.00	\$140.00	\$69.82
SR. DIRECTOR 25 Sales a Month	\$230.00	\$172.36	\$115.00	\$115.00	\$57.36
DIRECTOR 100 Membership Sales	\$190.00	\$142.38	\$95.00	\$95.00	\$47.38
SR. MANAGER 50 Membership Sales	\$160.00	\$119.90	\$80.00	\$80.00	\$39.90
MANAGER 15 Membership Sales	\$140.00	\$104.91	\$70.00	\$70.00	\$34.91
SR. ASSOCIATE FSQ within 20 days	\$120.00	\$89.92	\$60.00	\$60.00	\$29.92
ASSOCIATE Welcome to the Team!	\$60.00	\$44.96	\$30.00	\$30.00	\$14.96

Note: This is a compensation plan summary. Please see complete details of renewals, overrides, etc. under the Leadership Docs at www.harvardbenefits.com