

Standards of Team Member Success, Failure, Rewards & Consequences

Multiline Expert

SMART Agency

Critical Result #1: Life / Health / Bank Quotes		
Level of Success or Failure	Measurement	Reward or Consequence
Outstanding Success	15 per Week	All Bonuses Paid
Good	10 per Week	All Bonuses Paid
Acceptable	5 Per Week	All Bonuses Paid
Unacceptable	3 per Week	Job Review
Complete Failure	0 per Week	Job Review with Possible Probation & No Bonuses

Critical Result #2: Multiline Review Appointments		
Level of Success or Failure	Measurement	Reward or Consequence
Outstanding Success	6 per Week	All Bonuses Paid
Good	4 per Week	All Bonuses Paid
Acceptable	2 Per Week	All Bonuses Paid
Unacceptable	1 per Week	Job Review
Complete Failure	0 per Week	Job Review with Possible Probation & No Bonuses

Critical Result #3: Life / Health / Bank Sales		
Level of Success or Failure	Measurement	Reward or Consequence
Outstanding Success	6 per Week	All Bonuses Paid
Good	4 per Week	All Bonuses Paid
Acceptable	2 Per Week	All Bonuses Paid
Unacceptable	1 per Week	Job Review
Complete Failure	0 per Week	Job Review with Possible Probation & No Bonuses