



# POINT & COMPENSATION

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ELIZABETH TSENG, EXECUTIVE VICE CHAIRMAN @ElizzyTSENG

# Agenda

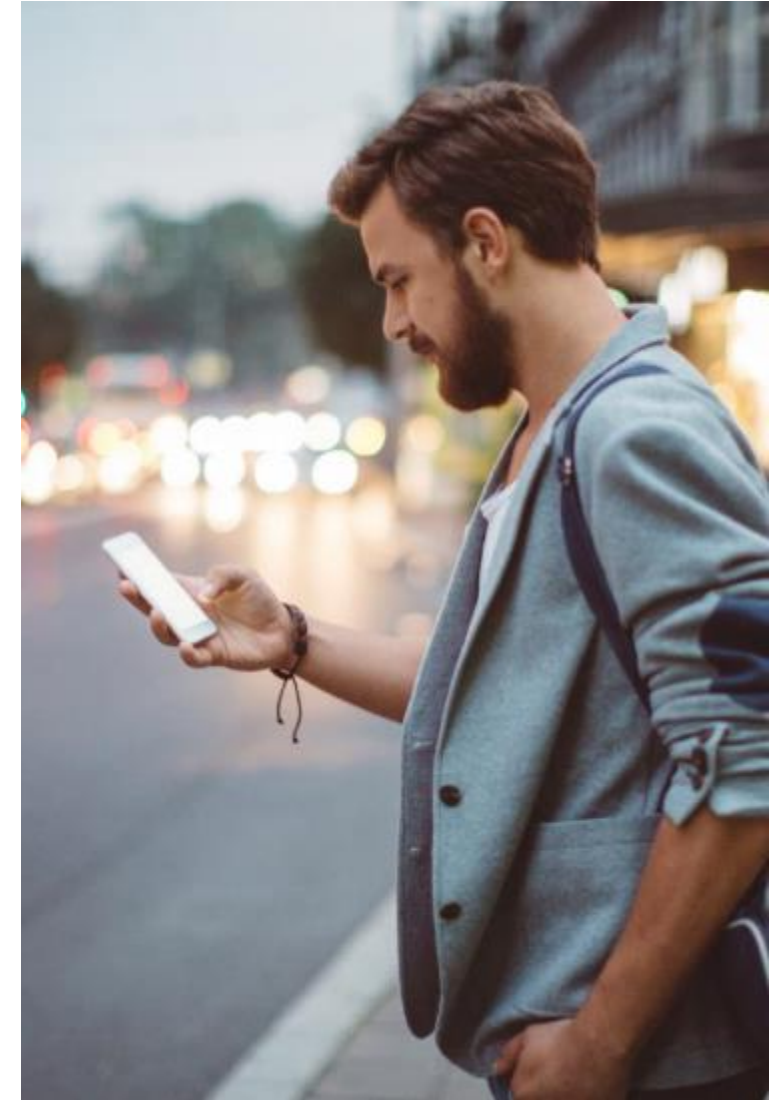
WHEN CAN I START MAKE MONEY?

HOW TO CALCUALTE MY COMMISSION?

HOW DOSE THE OVERRIDE WORK?

CAN I MAKE \$100k IF I AM NOT SMD?

HOW MANY WAYS TO GET PAID?



# CHAMPION'S PATH: 15 STEPS TO SMD

**NEW  
ASSOCIATE**

1

**PRE-LICENSE  
PROCESS**

2

**PERSONAL  
FINANCIAL  
REVIEW**

3

**1-1-7**

4

**PASS STATE  
LIFE EXAM**

5

**POST LICENSE  
PROCESS**

6

**ON-BOARDING**  
(WFG Agent 3wks)

7

**BUSINESS  
PLAN  
WITH SMD**

8

**GRAND  
OPENING**

9

**TRAINING  
APPOINTMENTS**

10

**BECOME A NET  
LICENSE**  
(4-6 weeks)

11

**EARN  
PROMOTION**

12

**BECOME A  
CERTIFIED  
FIED TRAINER**

13

**LEADERSHIP  
FACTORY**

14

**QUALIFY FOR  
SMD**

15

# PASS STATE EXAM

(3HR/DAY, 10 DAYS PASS)

5

- PRINT & STUDY KEY FACTS
- PASS ALL CHAPTER QUIZES ( PRE-LICENSING STATE ONLY. LEARN FROM YOUR MISTAKES)
- TAKE YOUR CRAM EXAM (200 Q, Avg. 4-5 TIMES)
- PASS STIMULATE EXAM (180 Q, Avg. 2-3 TIMES)
- 3 DAYS BEFORE EXAM DATE, TAKE THE GUARANTEED EXAM
- COMPLETE (52 HOUR COURSE CERTIFICATE) STATE REQUIREMENTS
- MORNING OF, REVIEW YOUR KEY FACTS

# POST-LICENSE PROCESS

6

- COMPLETE FINGERPRINTS \$55
- COMPLETE THE STATE APPLICATION \$59
- CHECK STATUS OF LICENSE ON SIRCON
- SUBMIT AGENT AGREEMENT \$40
- CHECK STATUS OF NIPR #
- COMPLETE & SUBMIT CONTINUING EDUCATION (AML, LTC & ANNUITIES)



# ON-BOARDING

7

- RECEIVE WELCOME EMAIL FROM WFG AS AN APPROVED LICENSED AGENT
- SET UP YOUR MYWFG ACCOUNT
- PAY/SETUP FOR YOUR RECURRING PLATFORM FEE \$15/mo.
- PAY FOR E&O'S \$43/mo.
- SET UP YOUR DIRECT DEPOSIT
- GET APPOINTED WITH PLATINUM PROVIDERS (TRANSAMERICA, NATIONWIDE, PACIFIC LIFE, EVEREST, CRMP-ATHENE)

- 
- A close-up photograph of a woman with glasses, smiling and looking down at a smartphone she is holding in her hand. The background is blurred, showing what appears to be an indoor setting with warm lighting.
- BENEFIT: LIFE INSURANCE , CASH VALUE LIFE INSURANCE , CASH VALUE FLEXIBLE LIFE INSURANCE
  - PREMIUM:
  - PROCESS:
    - CLIENT SIGN POLICY + 1 MONTH PREMIUM
    - -> PRODUCT PROVIDERS /INSURANCE COMPANY
    - -> 40 % ANNUAL ADVANCED COMMISSION : PAY OUT ONCE RECEIVED
    - 60% PAY OUT ON RECEIVING POLICY DELIVERY RECEIPT
    - -> WFGIA -> FIELD AGENT CONTRACTED COMMISSION

**LIFE INSURANCE:**  
TERM, WL, UL, IUL, VUL,

# HOW TO CALCULATE MY COMMISSION?

POINTS : COMMISSIONABLE  
TARGET PREMIUM

POINT x CONTRACT LEVEL  
= COMMISSION

3,000 pt. x 35% (contract Level) = **\$1,050**

**\$1,050 (= \$420 + \$630)**

(1<sup>st</sup> Month premium & application:  
40% paid out once received,  
60% paid out upon delivery)

## LIFE INSURANCE

Annual Target Premium (ATP) displayed by your  
illustration software.

ANNUAL TARGET PREMIUM x PRODUCT  
PROVIDER PAYOUT = POINT

EX: **\$250/mo.** x 12 mo. = \$3,000 (Annual Premium)  
\$3,000 x 100% = 3,000 (point)







# ANNUITY

# HOW TO CALCULATE MY COMMISSION?

POINTS : COMMISSIONABLE  
TARGET PREMIUM

EX: **\$100,000** 401K Rollover Amount

$\$100,000 \times 6\% = 6,000$  (point )

**POINT x CONTRACT LEVEL =  
COMMISSION**

$6,000 \text{ pt.} \times 35\% \text{ (contract Level)} =$

**\$2,100**

## ANNUITY

Approximately 4-6% of the 1<sup>st</sup> year's premium, varies by products and Providers companies.

**ROLLOVER PREMIUM x PROVIDER  
CONTRACT = POINT**



# PERSONAL COMMISSION

Title	Team Qualification	Level (%)	Point	Commission
Training Associates	Active WFG Agent	25%	3,000pt	\$750
Associates	3R/3Apps/ 30Days	35%	3,000pt	\$1,050
Marketing Directors	3Direct/40Kpt/ 5 Agents (Rolling 3 months)	50%	3,000pt	\$1,500
Senior Marketing Director	\$35K/ 75Kpt/ 10 Agents (Rolling 3 months, ½ Rule Applied)	65%	3,000	\$1,950

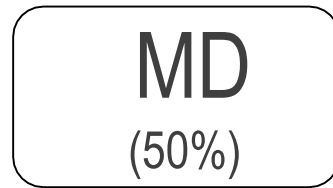
POINT X CONTRACT LEVEL = COMMISSION

## OVERRIDE

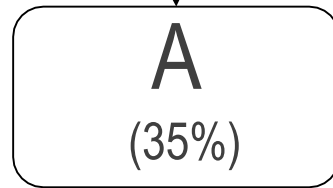
$$3,000 \times (35\% - 25\%) = 3,000 \times 10\% = \$300$$

$$3,000 \times (65\% - 25\%) = 3,000 \times 40\% = \$1,200$$

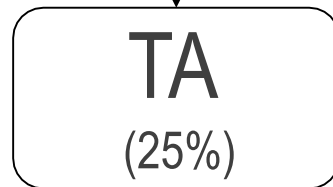
## Agency override commission example



$$3,000 \times (50\% - 35\%) = \$450$$



$$3,000 \times (35\% - 25\%) = \$300$$



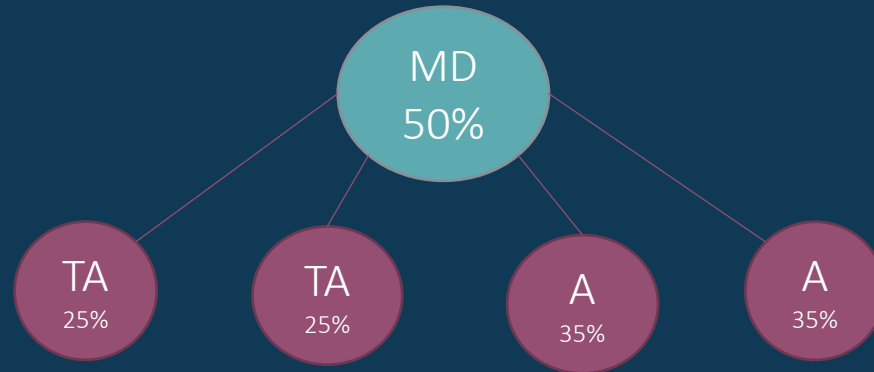
$$\Rightarrow 3,000 \times 25\% = \$750$$

A group of people in a meeting, with a woman in the foreground looking thoughtful. The background is blurred, showing other people and sticky notes on a wall.

**CAN I MAKE \$100K ANNUALLY,  
IF I AM NOT SMD?**

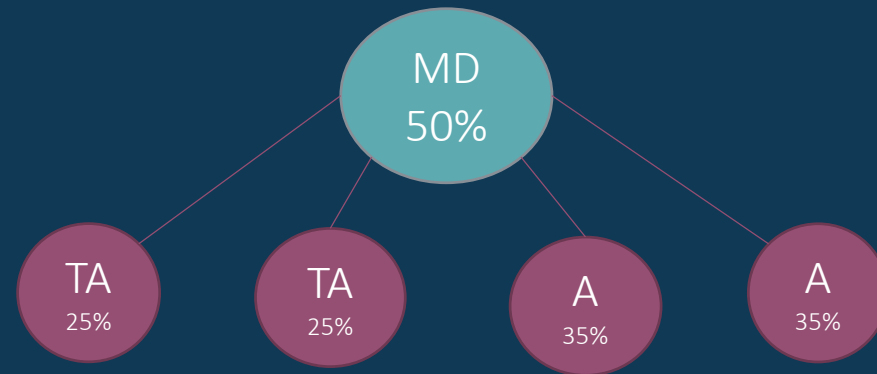


# HOW TO MAKE OVER \$100K/yr. AS M.D.?



EXAMPLE: A MD with 4 agents team;  
2 Associates and 2 Training Associates.  
Everyone has 4 IUL applications per month this year.  
Each application is 1,800 pt. (~\$150/mo.).  
What is this MD's income this year?

# HOW TO MAKE OVER \$100K/yr. AS M.D.?



EX: A MD with 4 agents in his team; 2 Associates and 2 Training Associates.

Everyone has 4 IUL applications per month. Each application is 1,800 pt.(~\$150/mo.).

What is this MD's income this year?

**TOTAL ANNUAL POINT:**  $1,800\text{pt.} \times 4\text{apps} = 7,200\text{ pt./mo.}$  ;  $7,200\text{pt.} \times 12\text{mo.} = 86,400\text{ pt./yr.}$

**PERSONAL POINT:**  $86,400\text{pt./yr.} \times 50\% = \mathbf{\$43,200/yr.}$

**OVERRIDE ON 2 TA:**  $86,400\text{pt.} \times (50\% - 25\%) = \$21,600/\text{yr. /TA.}$  ;  $\$21,600 \times 2\text{ TA} = \mathbf{\$43,200/yr.}$

**OVERRIDE ON 2 A:**  $86,400\text{pt.} \times (50\% - 35\%) = \$12,960/\text{yr./ A.}$  ;  $\$12,960 \times 2\text{ A} = \mathbf{\$25,920/yr.}$

**MD ANNUAL CASH FLOW:**  $\$43,200 + \$43,200 + \$25,920 = \mathbf{\$112,320}$



# EIGHT WAYS TO GET PAID

1. PERSONAL COMMISSION
2. AGENCY OVERRIDE
3. EXPANSION OVERRIDE
4. BONUS POOL
5. RENEWAL
6. TRAIL
7. TRIPS
8. RINGS AND WATCH

Click to add title here



# EXPANSION OVERRIDE INCOME

- Starts at the SMD (65%) level
- Must have a downline SMD
  - WFG Pays Overrides up to 6 generations of downline SMDs

1 <sup>st</sup> Generation	--- 12%
2 <sup>nd</sup> Generation	--- 6%
3 <sup>rd</sup> Generation	--- 4%
<hr/> 4 <sup>th</sup> Generation	--- 3%
5 <sup>th</sup> Generation	--- 1.5%
6 <sup>th</sup> Generation	--- 1%
<b>TOTAL</b>	<b>--- 27.5%</b>

# EXPANSION OVERRIDE INCOME

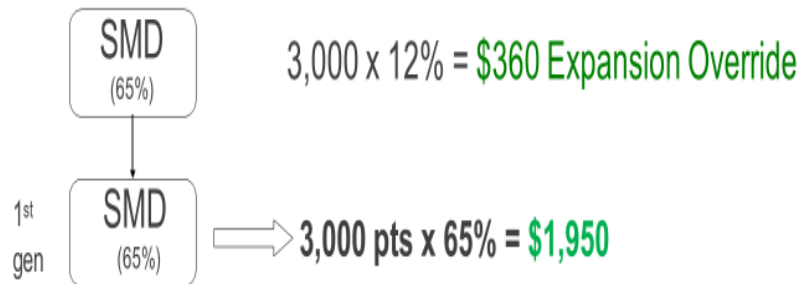
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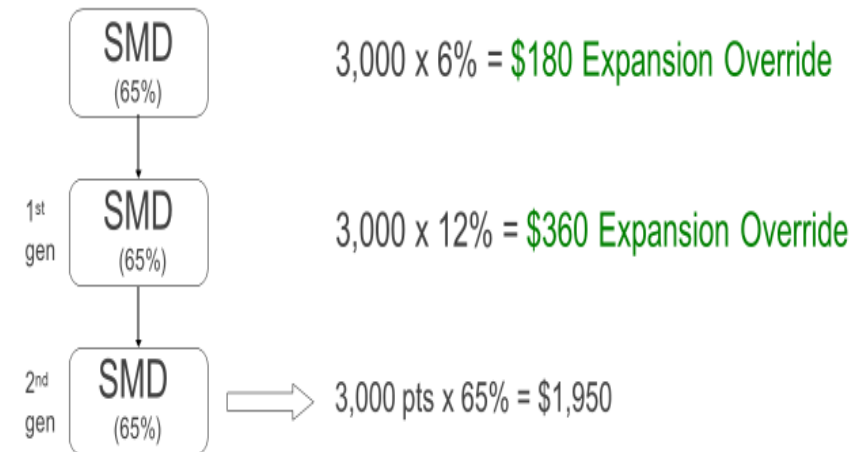


# EXPANSION OVERRIDE INCOME

## Expansion override example #1



## Expansion override example #2



# BONUS POOL

- Baseshop Bonus Pool –  
3% of the monthly company-wide closed business;  
Qualification: 3 Recruits and 25,000pts  
( Baseshop means You and everyone in your team, not including your SMD teams)
- Superbase Bonus Pool –  
2.25% of the monthly company-wide closed business;  
Qualification: 100,000 Superbase  
(Superbase means You and everyone in your 1<sup>st</sup> Generation SMD)
- Minimum 75% persistency ratio
- Pro Rata

# BONUS POOL

## Example:

- If WFG closed 60,000,000 points last month
- If Your baseshop and other base shops that closed 25,000 nets points (about 8 sales), then you qualifies to Participate and share the baseshop Bonus Pool of **\$1,800,000** that month!!!  

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- Bonus are paid out **pro-rata** based on the rankings and the amount of net points that were produced before the month end

# RENEWAL COMMISSION

- Insurance Premium are paid every year.
- Gets a percentage of the annual premium of you personal policies AND your whole Team's policies every year after the 1<sup>st</sup> year
- Commission Percentage varies base on provider

## TPLIC

### Financial Foundation IUL with LTC Rider

#### Commission Detail

#### Product ID

FFIULX

Band 1	
\$100,000 to \$499,999 Specified Amount	125.00%
Band 2	
\$500,000 + Specified Amount	125.00%
Band 1 & 2 EXCESS	0.00%
Band 1 & 2 RENEWALS	
Premiums received in years two (2) through ten (10). No commissions are payable on premiums received in years 11+.	3.4247%

# RENEWAL COMMISON

## COMPENSATION SCHEDULE INDIVIDUAL FLEXIBLE PREMIUM ADJUSTABLE FIXED AND INDEXED-LINKED UNIVERSAL LIFE, NON-PARTICIPATING

### Nationwide YourLife® Indexed UL Accumulator

Issued by Nationwide Life and Annuity Insurance Company

Effective Date: March 16, 2015

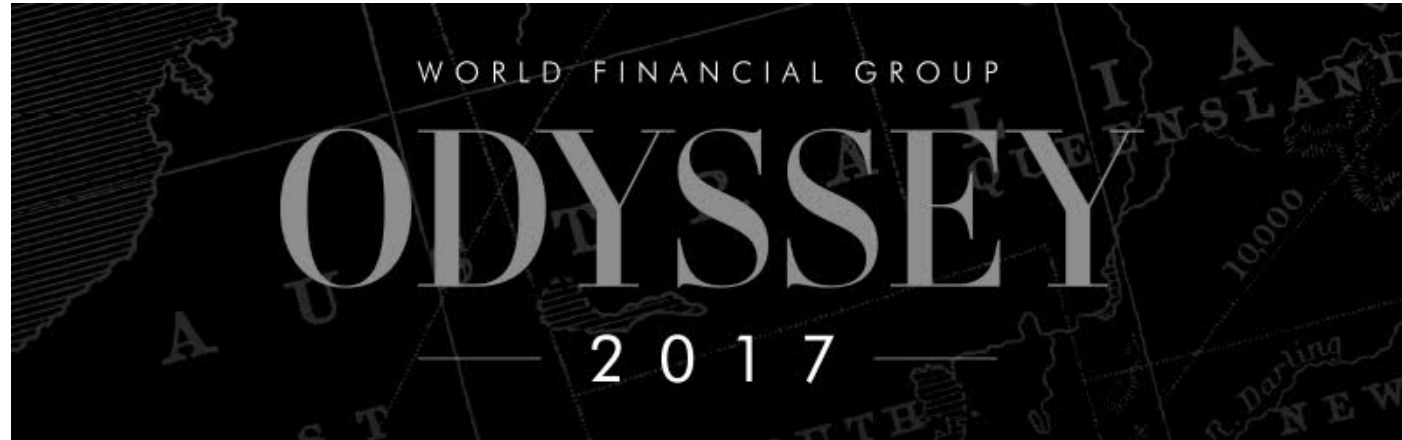
CONTRACTS	CONTRACT NUMBER
Individual Flexible Premium Adjustable Fixed and Indexed-Linked Universal Life Insurance Policy, Non-Participating	ICC14-NWLA-510 NWLA-510-AO
<b>PREMIUM BASED COMPENSATION ONLY—NO TRAIL</b> (for all ages and underwriting classes)	
<b>COMPENSATION IF THE CROP (CONDITIONAL RETURN OF PREMIUM) RIDER IS NOT ELECTED:</b>	
Premium received in Years 1 - 2:	Compensation is 100.9678% up to Commission Target Premium plus 2.5242% in excess of Commission Target Premium in Year 1 and 1.6828% in excess of Commission Target Premium in Year 2.
Premium received in Years 3 - 10:	Compensation is 1.6828% of premium received in that year.
Premium received in Years 11+:	Compensation is .8414% of premium received in that year.



# TRAIL COMMISION

## Trail or Investment Advisors Fee Based commission

- Asset Under Management (AUM)
- You can collect a fee (1%) of the total Assets of your personal clients that put money with our money managers
- EX: Every month You have 1 client give you \$180,000 AUM
  - \$180,000 AUM per mo. x 12 = \$2,160,000 per year
  - 2,160,000 per year x 5 years = \$10,800,000
  - 10,800,000 x 1% = **\$108,000** a year in fee based Commission



**INCENTIVE TRIP**

## RECOGNITION



**"WHEN YOU  
FEEL GOOD  
YOU DO GOOD."**

- RINGS AND WATCHES
- PLAQUES AND TROPHIES
- LEADERSHIP NETWORKS
- TRIPS
- FORBES MAGAZINE

**IMAGINE WHAT  
YOUR LIFE CAN  
LOOK LIKE?**



# INCENTIVE TRIP





## SUCCESS SOCIETY

Honoring the company's rising stars, WFG's Success Society recognizes those associates who have earned \$50,000 in a rolling 12-month period. Success Society honorees receive a custom watch with the WFG logo on its face.



## \$250,000 RING

Associates who achieve \$250,000 rolling 12-month cash flow are recognized with an attractive ruby stone in the center of their rings.



## \$500,000 RING

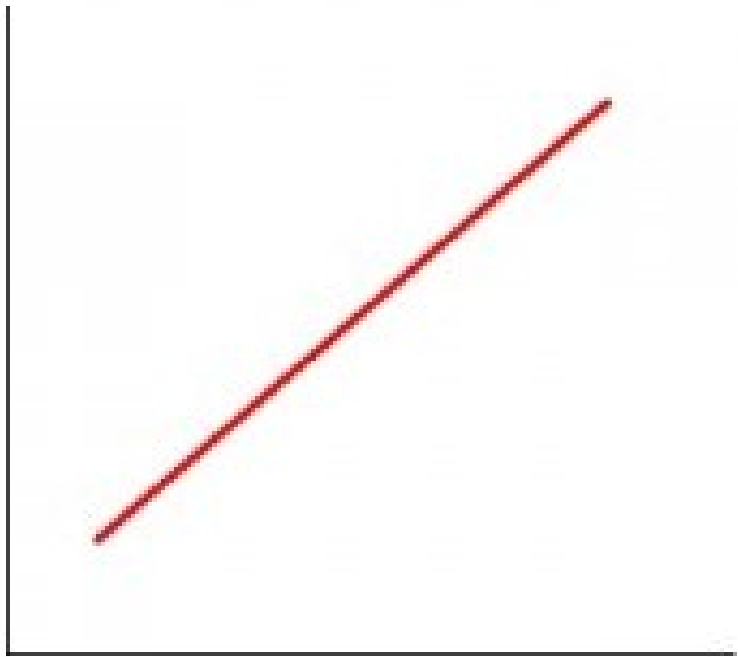
WFG associates earning an amazing \$500,000 cash flow in a rolling 12-month period are recognized by a lovely emerald stone in the center of their rings.

# RINGS and WATCHES

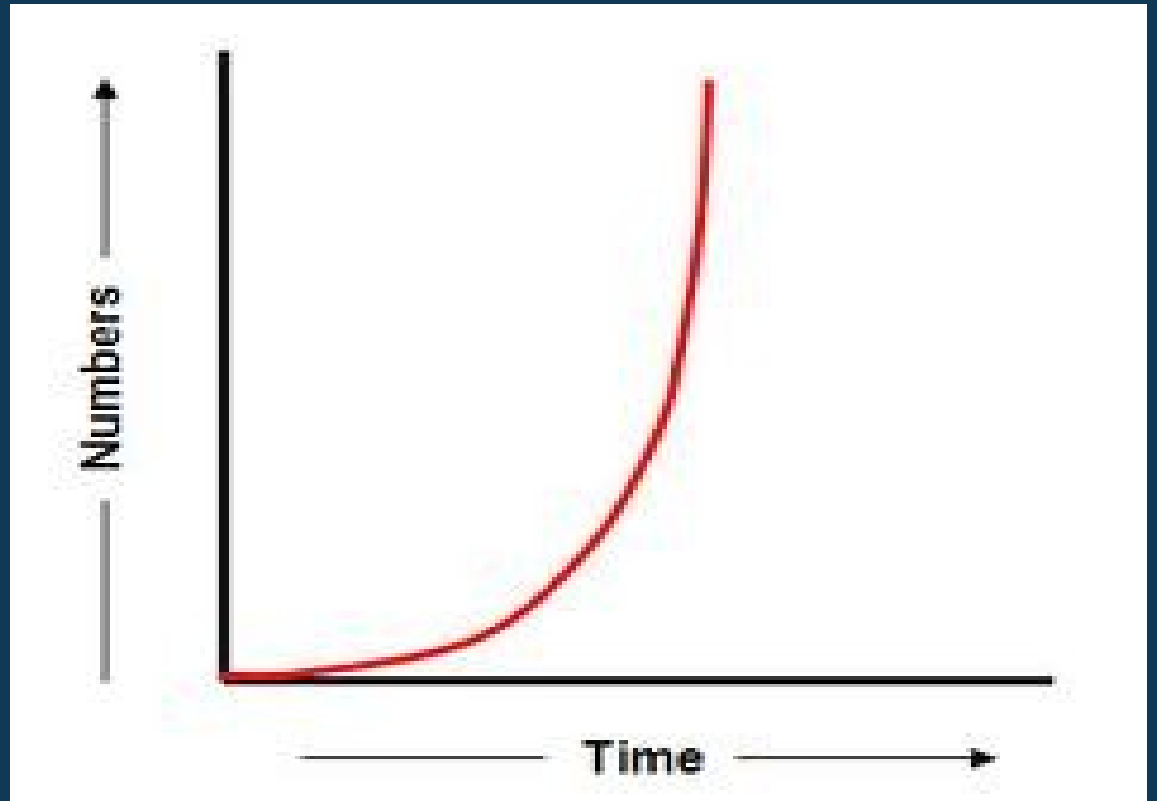
# WHAT MAKE WFG DIFFERENT?

1

- **OTHER COMPANIES:**  
**Personal Income = Linear**

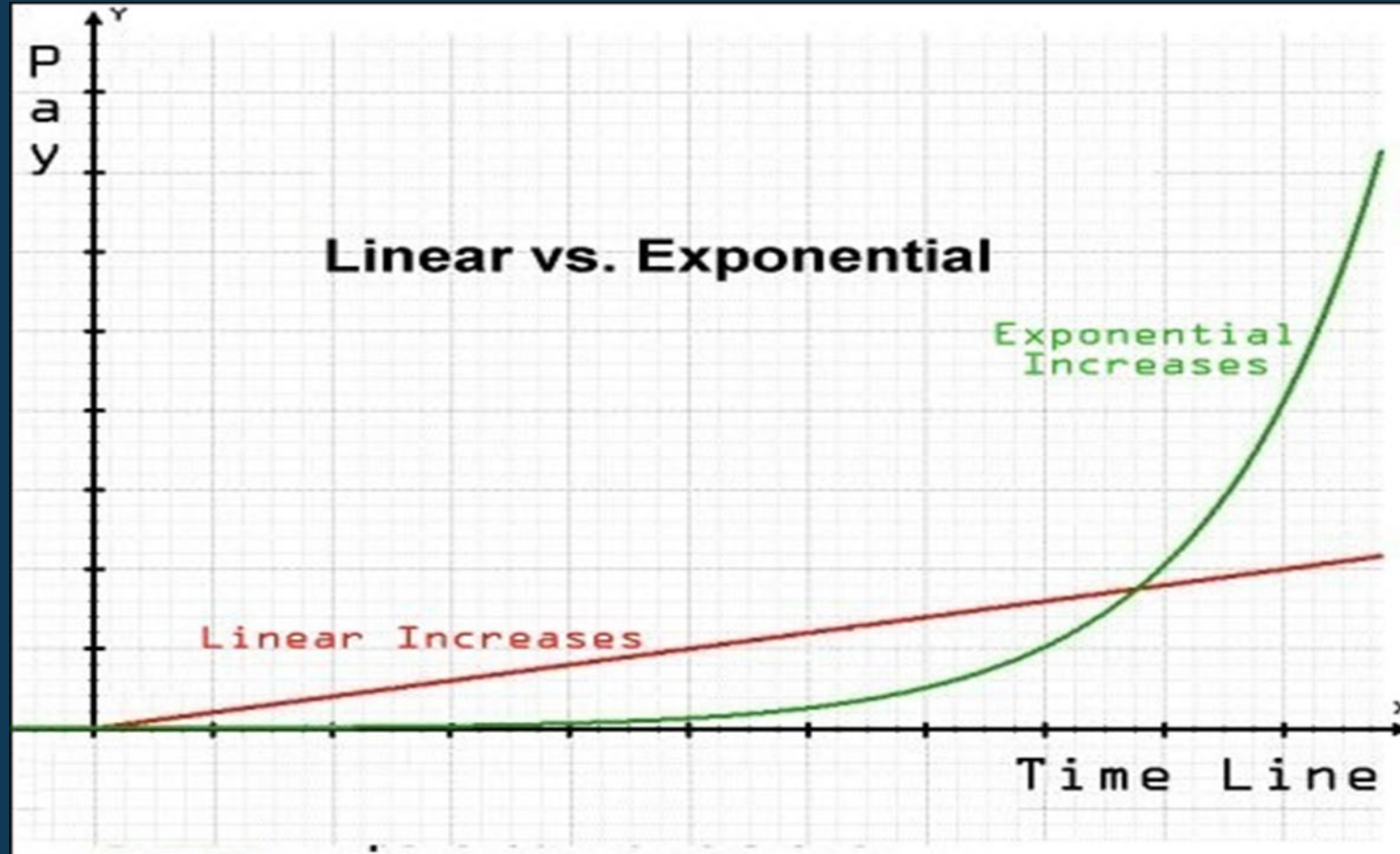


- **WFG:**  
**Team Income = Exponential**





# Linear (WFG) vs. Exponential (Traditional) Income



1. RECRUIT WIDE
2. RECRUIT & BUILD DEEP
3. Don't stop 1 & 2 above until your desired income is reached

## **3 LAWS TO MAXIMIZE THE COMPENSATION**

# The System is Very Simple, Don't over Complicated

**RECRUIT**



**FAST  
START**

**FIELD  
TRAINING**



**BUILD BIG  
BASESHOP  
/ AGENCY**