

2023 SmartChoice Premier Producer Program

What's a Premier Producer?

At Reliance Matrix we work hard to provide high quality coverage, outstanding service, and to provide your producers and clients with unbeatable value — the best quality for their benefits dollar. **So when you work hard with us, we want to work hard for you.** This is the principle behind our Premier Producer Program. All licensed producers appointed with Reliance Matrix are eligible to participate in our Premier Producer Program. It is a two-part program with three tiers, allowing you to earn more as you write more:

What are the compensation levels?

New business

	You Sell	You Earn
Tier 1	7 Coverages	2.5% of new earned premium
Tier 2	15 Coverages	3.5% of new earned premium
Tier 3	25 Coverages	4.0% of new earned premium

Renewal business

	You Sell	You Earn
Tier 1	85% to 89.99% case persistency	1.50% of earned premium/renewal
Tier 2	90% to 94.99% case persistency	2.25% of earned premium/renewal
Tier 3	95% or more case persistency	3.00% of earned premium/renewal

Dental/vision incentive payments for both new business and renewal business are paid at one-third premium for purposes of payment, but paid at the same rate as all other lines.

All lines of coverage must be in-force on January 1st following the production year to be eligible for qualification and payment in the Premier Producer Program.

You can qualify under only one tier of the program.

Bonus rates are not cumulative.

And the above is paid in addition to your standard SmartChoice commissions!

LIFE/LTD	15% First Year	10% Renewal
STD/Dental	10% First Year	10% Renewal
Critical Illness	15% First Year	10% Renewal
Accident	15% First Year	10% Renewal

2023 SmartChoice Premier Producer Year over year bonus calculation example*

Year 1

Lines Sold	Lines Renewed	Average Premium Per Line	Total New Premium Sold	Total Premium Renewed	New Sales Commission	Renewal Commission	Bonus Amount	Total Commissions + Bonuses
25	0	\$2,000	\$50,000	\$0	\$7,500	\$0	\$2,000	\$9,500

Year 2

Lines Sold	Lines Renewed	Average Premium Per Line	Total New Premium Sold	Total Premium Renewed	New Sales Commission	Renewal Commission	Bonus Amount	Total Commissions + Bonuses
25	25 (100% persistency)	\$2,000	\$50,000	\$50,000	\$7,500	\$5,000	\$3,500	\$16,000

Year 3

Lines Sold	Lines Renewed	Average Premium Per Line	Total New Premium Sold	Total Premium Renewed	New Sales Commission	Renewal Commission	Bonus Amount	Total Commissions + Bonuses
25	100 (100% persistency)	\$2,000	\$50,000	\$200,000	\$7,500	\$20,000	\$8,000	\$35,500

*Please note that all premium, commissions, and bonus figures are used only for illustrative purposes and are not intended to represent actual premium dollars or projected bonus awards for participating producers.

Please note that this is a summary and that Premier Producer payments are subject to the terms and conditions of Reliance Matrix's Premier Producer Program Agreement. In order to be eligible for participation in the program, a producer must enter into a Premier Producer Program Agreement with Reliance Matrix. Any disputes will be governed by the terms of the Premier Producer Program Agreement.

This information is intended for licensed insurance producers only and is not intended for release to the general public.

**For more information, contact your Reliance Matrix sales or account manager
or visit reliancematrix.com.**



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