

# Levels of Leadership

**MP**

**Managing Partner**

Has a minimum of 3 direct 110 Managers and 1 direct Agency Director (or higher).



**SP**

**Senior Partner**

Has a minimum of 2 direct 110 Managers and 2 direct Agency Directors (or higher).



**AP**

**Associate Partner**

Has a minimum of 1 direct 110 Manager, 2 direct Agency Directors (or higher), and 1 direct Agency Owner (or higher).



**EVP**

**Executive Vice President**

Has a minimum of 3 direct Agency Directors (or higher).



**SVP**

**Senior Vice President**

Has a minimum of 2 direct Agency Directors and 1 direct Agency Owner.



**MVP**

**Managing Vice President**

Has 1 Agency Director and a minimum of 2 direct Agency Owners.



**RAD**

**Regional Agency Director**

Has a minimum of 2 direct Agency Owners.



**AD**

**Agency Director**

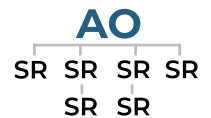
Has 1 direct Agency Owner.



**AO**

**Agency Owner**

Minimum of \$50k for 3 consecutive months and a minimum of 7 Sales Representatives (4 direct) for each qualifying month.



**KL**

**Key Leader**

Minimum of \$30k for 2 consecutive months and a minimum of 4 Sales Representatives (3 direct) for both qualifying months.



**TL**

**Team Leader**

Minimum of 3 direct Sales Representatives (including yourself) for 2 consecutive months.



**EP**

**Elite Producer**

Minimum of \$40k for 2 consecutive months. Max case credit and minimum promotable premium apply.

**TP**

**Top Producer**

Minimum of \$25k for 2 consecutive months. Max case credit and minimum promotable premium apply.

**SR**

**Sales Representative**

1<sup>st</sup> family helped.