

\$3,000,000

**300 AGENTS
IP PER MONTH**

**140% VP
\$500,000**

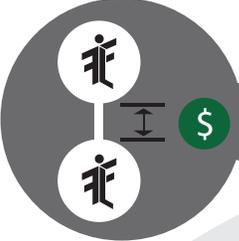
**130% VP
\$250K**

**130% VP
\$250K**

120%


**TOTAL VP PRODUCTION
\$500,000**

**100 AGENTS AT \$20K A MONTH
\$2,000,000**



OVERRIDE INCOME

**140% VP
\$500,000**

0 SPREAD = 0 OVERRIDE

**130% VP
\$500,000**

10% SPREAD = \$50,000
70% PLACEMENT & PERSISTENCY = \$35,000
OVERRIDE

**120% AGENTS
\$2M**

20% SPREAD = \$400,000
70% PLACEMENT & PERSISTENCY = \$280,000
OVERRIDE

**TOTAL
OVERRIDE \$315,000**



RENEWAL INCOME

\$2,500,000 OVERRIDE VOLUME

**70% | 30%
MP | FE**

30% FE VOLUME = \$750,000
2% AVG RENEWAL SPREAD = \$15,000

**TOTAL
W/RENEWALS \$330,000**

\$3,000,000

**300 AGENTS
IP PER MONTH**

**140% VP
\$500,000**

**130% VP
\$250K**

**130% VP
\$250K**

120%


**TOTAL VP PRODUCTION
\$500,000**

**100 AGENTS AT \$20K A MONTH
\$2,000,000**

 **BONUS INCOME**

**TOTAL VOLUME
\$3M**

7% OF \$3,000,000 = \$210,000

**140% VP
BONUS**

1% OF \$500,000 = \$5,000

**VP OVERRIDE
BONUS**

.25% OF \$1,000,000 = \$2,500

**TOTAL
BONUS \$217,500**

**TOTAL
GROSS INCOME \$547,500**

 **EXPENSES**

STAFF 4 STAFF AT \$50,000 PER YEAR = -\$16,667

LEADS = \$10,000

OFFICE = \$2,000

MARKETING = \$3,000

**TOTAL
EXPENSES \$30,000**

\$3,000,000

300 AGENTS
IP PER MONTH

140% VP
\$500,000

130% VP
\$250K

130% VP
\$250K

TOTAL VP PRODUCTION
\$500,000

120%
100 AGENTS AT \$20K A MONTH
\$2,000,000



TOTAL INCOME

TOTAL
OVERRIDE = \$315,000

TOTAL
RENEWAL = \$15,000

TOTAL
BONUS = \$217,500

TOTAL
GROSS INCOME \$547,500



INCOME TAXES

40% 40% OF \$547,500 = \$219,000

AFTER
TAXES \$547,500 - \$219,000 = \$328,500

AFTER
EXPENSES \$328,500 - \$30,000 = \$298,500

TOTAL
NET INCOME \$298,500

PER
MONTH

TOTAL
NET INCOME \$3,582,000

PER
YEAR