



1. Total points based on WRL IUL product for SMD level (81 points), Generational Overrides (36 points) and Pools (9.5 points). Please see the full WRL Basis Points compensation table for more detailed information.
2. World Financial Group's Compensation System and Promotion Guidelines are subject to change at any time. Unless otherwise specified, promotion and compensation guidelines are for all WFG associates.
3. Promotion requires approval of direct upline SMD.
4. Promotion requires approval of direct SMD and CEO MD.
5. Exchange leg only occurs once upon promotion to SMD.
6. No more than half (1/2) Net points can be personal and one half (1/2) or less Net points can be from any other leg.
7. Points/Legs earned through Base Shop Standard of Excellence will not count toward promotions. Promotions to EMD require the associate to be dually licensed.
8. An exception promotion to Level 20 will not count as a leg toward an upline's Executive Level promotion until that Level 20 associate fulfills all the published SMD requirements.
9. No more than one-third (1/3) of Net points or SMD legs may come from any one leg including the associates (Level 20) base shop.
10. The 100% Table varies from the WRL Basis Points due to rounding.
11. This example only applies to fixed WRL products that pay 126.5 to the field, including FGIUL (Bands 1, 2 & 3) and 20/30 year fixed. For example, at Level 20/Senior Marketing Director (SMD) the product payout % is calculated by multiplying $64 \times 126.5 = 81$. WRL FEB II pays 126.5 points, but according to the Variable Products 100% schedule.
12. Meeting the minimum requirements does not guarantee inclusion in the Base Shop Pool.
13. For bonus pool payout information, please go to WFG-Online.
14. Pool compensation is subject to change at any time without prior notification.
15. Percentage of total pool dollars.
16. To participate in the Super Base and Super Team bonus pools the associate must be securities licensed.

Many people have experienced various levels of success with World Financial Group. However, individual member experiences may vary. This statement is not intended to nor does it represent that any current member's individual results are representative of what all participants achieve when following the World Financial Group system.

WORLD FINANCIAL GROUP

REVOLUTIONARY COMPENSATION
FOR A WORLD-CLASS COMPANY

New Compensation & Promotions Guidelines

United States Alternative
Effective Feb. 1, 2011

Here's What's **New** for 2011

- 126.5 points for WFG's flagship WRL IUL Product¹
- Developed by WFG associates for WFG associates
- More compensation paid to the field than ever before
- Strengthens WFG's core business-building philosophy
- Streamlined Levels and Promotional Guidelines
- Re-engineered Bonus Pools to reward growth

A Position of Strength

World Financial Group provides its associates with a powerful, competitive compensation and promotion program that supports its superior business model. WFG offers you the chance to build a business of your own, with the exciting prospect of rising through the promotion levels and earning an income that can help you and your family prosper for generations to come.

WFG believes that, in order to grow, it must compete against the offerings from other financial services companies to attract and retain quality, professional associates. Through the years, the company has continued to improve its compensation and promotion guidelines to help maintain this competitive advantage.

In 2011, a committee comprised of field leaders representing a wide variety of teams, made substantial changes to WFG's compensation and promotion programs. As a result, WFG now has one of the most robust compensation and promotion structures in the financial services industry.

Promotion Guidelines²

Associate (Level 10)³

• 3 – 3 – 30

(Recruit 3 new associates and observe your field trainer complete 3 non-securities sales calls in 30 days.)

OR

- 20,000 net points in a rolling 3 months

Senior Associate (SA - Level 15)³

Rolling 3 Months

- 3 direct associates
- 4 life licensed associates in downline
- 30,000 base shop net points

Senior Marketing Director (SMD – Level 20)^{4,5}

Rolling 3 Months

- 10 licensed associates in downline (6 must be life licensed)
- 3 direct legs
(2 direct legs **must** be Senior Associates – Level 15)
- 75,000 base net points⁶
- \$35,000 or more in rolling 12-month cash flow (Cash flow required for Senior Associate to qualify for promotion to SMD)

Base

Executive Marketing Director (EMD – Level 65)⁷

Rolling 6 Months

- 3 direct SMD legs⁸
- 500,000 base thru 1st net points⁶

Rolling 12 Months

- 3 direct SMD legs⁸
- 750,000 base thru 1st net points⁶

CEO Marketing Director (CEO MD – Level 70)⁷

Rolling 6 Months

- 6 direct SMD legs^{8,9}
- 1 million base thru 1st net points⁹

Rolling 12 Months

- 6 direct SMD legs^{8,9}
- 1.5 million base thru 1st net points⁹

Executive Vice Chairman (EVC - Level 87)⁷

Rolling 6 Months

- 9 direct SMD legs^{8,9}
- 1.5 million base thru 1st net points⁹

Rolling 12 Months

- 9 direct SMD legs^{8,9}
- 2.25 million base thru 1st net points⁹

Executive

New Compensation²

Base Shop

Title	Fixed: WRL Basis Points ^{10,11}	Based on 100% Table ¹⁰	
		Fixed: Other	Variable
Training Associate	30	25	25
Associate	45	35	35
Senior Associate	55	45	45
Senior Marketing Director	81	65	65

Generational Overrides

Level	Fixed: WRL Basis Points ^{10,11}	Based on 100% Table ¹⁰	
		Fixed: Other	Variable
1 st Generation	17	12	10
2 nd Generation	8	6	5
3 rd Generation	5	4	3
4 th Generation	3	3	2
5 th Generation	2	1.5	1
6 th Generation	1	1	.5
Total Generation Override	36	27.5	21.5

Supervisory Overrides

Position	Variable
Branch Office Supervisor	1.25
Branch Office Manager	5.5
OSJ Manager	1
Total Supervisory Override	7.75

(Supervisory Overrides on variable business only.)

Total Pool Contribution

	Fixed: WRL Basis Points ^{10,11}	Based on 100% Table ¹⁰	
		Fixed: Other	Variable
	9.5	7.5	5.75

Total	126.5 points	100%	100%
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Base Shop Pool^{12,13,14} **40%**¹⁵

- SMDs and Up
- 10,000 base shop net points with 3 or more Recruits; **or**
- 15,000 base shop net points with less than 3 Recruits

Super Base Bonus Pool^{14,16} **30%**¹⁵

- EMDs and Up
- 15,000 base shop net points and 100,000 base thru 1st net points
- Qualifies on base thru 1st Generation net points
- Pays on 1st Generation net points
- Base shop qualification exemption for Chairman's Council Members

Super Team Bonus Pool^{14,16} **30%**¹⁵

- EMDs and Up
- 100,000 base thru 1st net points and 500,000 base thru 6th net points
- Qualifies on base thru 6th Generation net points
- Pays on 1st thru 6th Generation net points

WFG: **Powerful** Compensation, Serious **Business**