



**BETTER Insurance Inc.**

**Bring Your 4**

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## **Sales Incentive Program**

1. You must be a current client of Better Insurance to receive credit for network referral sales.
2. All sales are cumulative for the duration of a client's membership. Restarting a client membership with Better Insurance continues the sales accumulation process from where they left off previously.
3. All referrals are based on the name and phone number of the referrer. Failure to properly register the sale using your phone number will nullify credit to you for the sale.
4. The full scope and limitation of every sale is directing each potential client to:
  - a. go to the website or the app
  - b. select their preferred coverage plan using the Quote Generator
  - c. register by agreeing to each portion of the client contract via the questionnaire
  - d. input the name and phone number of the client that referred them (done for them if using a QR code)
  - e. await approval (complete when the contract is returned signed by Better Insurance)
5. Once approved, the client makes their first payment, prints or saves their ID cards, and is insured through Better Insurance.
6. Individual sales incentives are paid out at the end of each week. Bonuses are paid monthly. Incentive structure and bonuses are listed in the chart on Page 2.
7. For the serious salesperson, you are allowed and encouraged to create your own marketing materials including flyers, handouts, QR codes, etc. Those materials should point the prospective client to the website for registration, and give you credit using your name and phone number to track the sale.
8. For those who do not want to give out their phone number to strangers, we will use a sales code using your area code and the last 4 (line number) of your phone number. You can also establish a separate business number that rings to your phone – just make sure that number is associated with your account so you receive credit for the sales referrals through it.

### **ENGAGE**

### **INFORM**

### **CLOSE THE DEAL**

**Do you want  
money back on  
auto insurance if  
you have no  
claims?**

**Direct the client to  
the Better  
Insurance website  
or app**

**Answer their  
questions  
thoroughly or  
direct them to the  
Ops Center**

**Make sure they  
use your name,  
phone number, or  
sales code for the  
referral**



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## Sales Incentive Program

Sales Incentive Table

Better Insurance Sales Tiers	Approved Referrals	Incentive	Bonus
New Client	0	20% Client Refund	
	1	25% Client Refund	
Client with potential	2	30% Client Refund	
	3	35% Client Refund	
Fully Vested Client	4	40% Client Refund	
Casual Salesman	5 to 99	\$50 per referral	
Bronze Level	100 to 249	\$45 per referral	\$500.00
	250 to 499	\$40 per referral	\$1,000.00
	500 to 999	\$30 per referral	\$7,500.00
Silver Level	1,000 to 2,499	\$25 per referral	\$15,000.00
	2,500 to 4,999	\$25 per referral	\$25,000.00
	5,000 to 9,999	\$25 per referral	\$50,000.00
Gold Level	10,000 to 24,999	\$25 per referral	\$100,000.00
	25,000 to 49,999	\$25 per referral	\$250,000.00
	50,000 to 99,999	\$25 per referral	\$500,000.00
Diamond Level	100,000+	\$25 per referral	\$1,000,000.00

Anyone caught scamming other people using Better Insurance programs, plans, sales pitches, reputation, or any other proprietary materials of any kind will be prosecuted to the fullest extent of the law. Per program regulation #4, salespeople are limited to creating a referral, and moving on to the next prospective client.