

## Dynasty Trail

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The Dynasty Trail program was created to reward the most loyal producers, while encouraging lasting relationships and maximizing long-term value for all parties involved. The program ensures a high earning potential on invested funds while maintaining a higher level of support and service.

### **How to Qualify**

Membership in the Dynasty Trail program is based on your assets under management. To qualify, you must:

- Have at least \$6,000,000 in assets under management in force.
- Maintain 90% annual persistency.
- Maintain both of these standards each quarter.
- Remain actively appointed with Integrity and National Integrity and sell at least one contract a year.

Consequently, 100 basis points (BPS) are paid out per year to qualifying members at 25 BPS per quarter (with the exception of *AnnuityChoice* variable annuity, which pays 75 BPS).

### **How You Benefit**

Dynasty Trail offers benefits exclusive to you as the member. This special relationship is based on your ability to meet high standards of performance and service. With Dynasty Trail, you are entitled to meaningful incentives that help your business grow.

As a qualifier, you enjoy a predictable stream of income from your trail commissions immediately and well into your retirement. Or, if you choose to sell your business and thereby name a new agent of record, these commissions may be transferred as long as he or she continues to qualify as you have done. Dynasty Trail has a substantial present and future value — loyalty leads to reward!

Dynasty Trail not only recognizes a higher level of service to your clients, it provides maximum growth potential by keeping your clients in one contract versus moving money among a series of retirement products. By promoting better service to you and, in turn, from you to your clients, Dynasty Trail provides a win-win-win situation that builds synergy among the company, you and your client.

All fixed and variable annuities count toward the qualification amount; however, only contracts out of their qualification period will count toward a quarterly commission check. For an official schedule of qualification periods, or to receive more information on the Dynasty Trail program, [email](#) your Sales Support Team.