

Platinum • PPG • Sterling • Teaming

Individuals

Building a Firm

Firms

STERLING

125K PCs

Requirements:

- ▶ 125K PC Average Annual Production for 2 of Last 3 Years

Benefits:

- ▶ Sterling HQ Resource Group
- ▶ Priority Toll-Free Access Line
- ▶ Priority New Business and Service Processing
- ▶ Increased AXA Network Payout (82.5% of GDC)
- ▶ EPG Branded Marketing Materials
- ▶ Best Practices Meetings/Workshops
- ▶ ARC Shareholder Opportunities

PPG

250K PCs

Requirements¹:

- ▶ 250K PC Average Annual Production for 2 of Last 3 Years

Benefits:

- ▶ PPG HQ Resource Group
- ▶ Priority Toll-Free Access Line
- ▶ Priority New Business and Service Processing
- ▶ Increased AXA Network Payout (85% of GDC)
- ▶ PPG Lookback: POP Year-end True-up Opportunity
- ▶ EPG Branded Marketing Materials
- ▶ Best Practices Meetings/Workshops
- ▶ ARC Shareholder Opportunities & Invitation to Annual Shareholder Meeting

FIRM BUILDER

125K PCs

Requirements:

- ▶ Sterling or PPG Member
- ▶ Recruit Traditional or EXP Hire(s) to Your Firm

Benefits:

- ▶ The FirmBuilder Receives Appropriate Sterling/PPG Service Platform
- ▶ Expand Individual Practice to Firm
- ▶ Opportunity to Attain Platinum Select Qualification in 3 Years

Compensation:

- ▶ FirmBuilder Fee is % of DM Override Comp – (Payable up to 3 Yrs & 75% in Yr 1)

TEAMING

250K PCs

Requirements:

- ▶ 250K PC Aggregate for 2 Consecutive Years
- ▶ Sterling or PPG Lead Member
- ▶ Minimum of 2 Members

Benefits:

- ▶ Teaming HQ Resource Group
- ▶ Sterling/PPG Members Receive Appropriate Service Platform
- ▶ New Team Orientation Meeting
- ▶ Industry Expert Coaching Sessions

Bonus:

- ▶ Annual Accomplishment Bonus Opportunity (up to 2%)
- ▶ Annual Growth Bonus Opportunity (up to 4%)

PLATINUM SELECT

500K PCs

Requirements:

- ▶ 500K PC Aggregate for 2 Consecutive Years
- ▶ 250K PC Average by Lead for Past 2 Years, with Minimum 200K PCs in each year
- ▶ Firm in Existence for 2 Years
- ▶ Common Branding Utilized by All Firm Members

Benefits:

- ▶ All Firm Members Receive PPG Level Support

Bonus:

- ▶ Annual Accomplishment Bonus Opportunity (up to 6%)
- ▶ Annual Growth Bonus Opportunity (up to 4%)

PLATINUM

1MM PCs

Requirements:

- ▶ 1MM PC Aggregate for 2 Consecutive Years
- ▶ 500K PCs by Lead (or Lead Plus 1 Other Firm Member) for 2 Consecutive Years
- ▶ Firm in Existence for 2 Years
- ▶ Common Branding Utilized by All Firm Members

Benefits:

- ▶ All Firm Members Receive PPG Level Support
- ▶ Platinum Firm Compensation Enhancements for Qualifying Members

Bonus:

- ▶ Annual Accomplishment Bonus Opportunity (L&A Bonus up to 5.75%, B/D Bonus up to 7%)

PLATINUM PLUS

2MM PCs

Requirements:

- ▶ 2MM PC Aggregate for 2 Consecutive Years
- ▶ 500K PCs by Lead (or Lead Plus 1 Other Firm Member) for 2 Consecutive Years
- ▶ \$175MM Aggregate L&A AUM or \$225MM Aggregate L&A & B/D Advisory AUM in Preceding 12 Months
- ▶ Firm in Existence for 2 Years
- ▶ Common Branding Utilized by All Firm Members

Benefits:

- ▶ All Firm Members Receive PPG Level Support
- ▶ Platinum Firm Compensation Enhancements for Qualifying Members

Bonus:

- ▶ Annual Accomplishment Bonus Opportunity (L&A Bonus up to 10%, B/D Bonus up to 10%)