

# GA Sales Compensation 2026

Ability to be reviewed quarterly

## Allstate P&C Bonus

- P&C Bonus will be based of Sales Bonus Grid (pictured right).
- Bundled Line 10 Auto is annualized.
  - Bundle must be completed within same month.
    - Motorclub and SPP do not count towards bundle or items.
- Monoline Auto and Line 19 Auto are not annualized.
- Must write 35 Allstate VC items to qualify for bonus.
- Policies canceled within 134 days or never making it on the books will be deducted from the following month's bonus.
  - Terminated premium from a month the agent hit bonus will be carried over to be deducted from the next month the agent qualifies for bonus and skip over months the agent does not.

## Quarterly Bonus Buckets:

- \$5 for every SPP
- \$15 for every Landlord, Flood & Umbrella bound
- \$20 per auto bound through NatGen & NorthLight home
- \$25 for 3 Allstate line HH (Not including Motor Club & SPP)
- \$40 for 4 Allstate line households (Not including MC & SPP)

## VC Vanquisher:

- 900 Allstate VC items sold will receive a bonus of \$1,500 or a \$2,000 trip.
- 1,000 VC items will receive a bonus of \$3,500 or a \$4,000 trip.
- 1,200 VC Items will receive a bonus \$5k or \$7,500 trip
  - Prizes pay out in February 2027

## Monoline Bonus:

- \$500 bonus If agents write less than 10% of monoline households.
  - Minimum of 60 items.

## Activity Bonus:

- \$500 bonus If agents average 15+ quotes a day and close at 20%
  - Minimum of 60 items
  - 10% haircut of total bonus if agents close less than 13%

## Referral Bonus:

- \$100 for every bundled referral household sold
  - Agent must generate themselves, not from the agency.

## ALR

- Life: 100% of Premium added to P&C Premium
- Annuity: 4% of Premium added to P&C Premium
- Mutual Funds: 2% of Premium added to P&C Premium

| P&C Premium | Bonus    |
|-------------|----------|
| \$55K       | \$1,000  |
| \$60K       | \$1,250  |
| \$65K       | \$1,500  |
| \$70K       | \$2,000  |
| \$75K       | \$2,250  |
| \$80K       | \$2,750  |
| \$85K       | \$3,000  |
| \$90K       | \$3,250  |
| \$95K       | \$3,500  |
| \$100K      | \$4,000  |
| \$105K      | \$4,250  |
| \$110K      | \$4,500  |
| \$115K      | \$4,750  |
| \$120K      | \$5,250  |
| \$125K      | \$5,500  |
| \$130K      | \$5,750  |
| \$135K      | \$6,000  |
| \$140K      | \$6,250  |
| \$145K      | \$6,500  |
| \$150K      | \$7,000  |
| \$155K      | \$7,250  |
| \$160K      | \$7,500  |
| \$165K      | \$7,750  |
| \$170K      | \$8,000  |
| \$175K      | \$8,500  |
| \$180K      | \$8,750  |
| \$185K      | \$9,000  |
| \$190K      | \$9,250  |
| \$195K      | \$9,500  |
| \$200K      | \$10,000 |

# Sales Compensation 2026

Ability to be reviewed quarterly

## Tiering

- Agents will be placed in tiers based on what they average over the past 6 month period and their salary will reflect accordingly.
- Tracking begins once the agent completes their first full month on new leads.
- Tiering will be based off final bonus premium paid on.
- First Tiering check in will happen after your first 3 months on new leads.

| Tiers  | P&C Premium Average   | Salary | Premium to Bonus |
|--------|-----------------------|--------|------------------|
| Tier 1 | \$55K in P&C Premium  | \$45K  | \$55K            |
| Tier 2 | \$70K in P&C Premium  | \$55K  | \$60K            |
| Tier 3 | \$80K in P&C Premium  | \$65K  | \$65K            |
| Tier 4 | \$100K in P&C Premium | \$75K  | \$75K            |
| Tier 5 | \$120K in P&C Premium | \$85K  | \$85K            |
| Tier 6 | \$150K in P&C Premium | \$100K | \$100K           |

## Automatic PIP Threshold after 90 days

- Writing below 35 VC items or \$50k in premium on new leads
- Writing below \$55k in back to back months.
- Tiered agents not qualifying for bonus in back to back months.
- 2 or more compliance dings any given month
- 2 or more New Business Concerns
- More than 3 compliance dings in a 6-month mover
- Activity score under 90 in a month or under 13 daily average quotes.

## Lead Pull Entry & Transfer Entry

- Peachy Sales (New Leads): Must write 5 Bundled Households on the Ramp up pull
- Sales Elite: Tiered agents consistently hitting goal and agents writing \$80K+
  - Bundling, closing ratios and activity will also be considered
- Transfers: Once Agent sells \$40K on new leads, they will have full access to transfers
  - Once on new leads, Agents can take 1 transfer a day unless otherwise tagged

## Daily Activity Minimums

- 15 Quotes (50/50 Transfers/Hunting)
- 3.5+ Hours of talk time
- 15 Quotes
- 3 Items Sold & \$3.3K of premium

## PTO Bonus Relief

- \$2K premium in bonus relief for scheduled approved full PTO Days (max of 5 relief days per month)
  - Call outs do not qualify for PTO Bonus Relief.