

# QUALIFY AND EARN MORE!

# LBP

## 2023 LOYALTY BONUS PROGRAM



### DETAILS

- To qualify for the Loyalty Bonus Program (LBP), you must earn the minimum Net First Year Commission (NFYC) within the calendar year of 2023. To attain the next level in the program, the minimum NFYC must be obtained in each subsequent year! **This year's minimum NFYC is \$10,000.**
- Applications must be settled between **January 1st 2023 to December 31st 2023.** Commissions must be paid within the calendar year of 2023.
- **All Canada Protection Plan term and permanent products are eligible.** Foresters Financial products are excluded from the Loyalty Bonus Program.
- **The additional bonus will be paid by the end of February of the following year.** The Loyalty Bonus Program (LBP) is only paid on the NFYC and not on the override.

### HOW IT WORKS

E.g. If you generate \$10,000 in NFYC in 2023 and attain our Bronze Level, you will be paid an additional 15% bonus on all of your 2023 NFYC. \$10,000 NFYC must be obtained in each subsequent year to attain the next level. **For an example, see chart below:**

| ADVISOR               | Bronze               | Silver               | Gold                 | Platinum             |
|-----------------------|----------------------|----------------------|----------------------|----------------------|
| # of Years Qualified  | 1                    | 2                    | 3                    | 4                    |
| Annualized Premium*   | \$20,000             | \$20,000             | \$20,000             | \$20,000             |
| NFYC (50%)            | \$10,000             | \$10,000             | \$10,000             | \$10,000             |
| LBP Bonus (% of NFYC) | <b>15%</b>   \$1,500 | <b>20%</b>   \$2,000 | <b>25%</b>   \$2,500 | <b>30%</b>   \$3,000 |
| Total Payout          | \$11,500             | \$12,000             | \$12,500             | \$13,000             |

\*The total premiums expected to be paid on the policy in the first year.

### RULES & REGULATIONS

Participating advisors must have a valid broker code with Canada Protection Plan and the broker code must remain in force and in good standing until the Loyalty Bonus Program (LBP) is paid out. Eligibility for the LBP is not transferable. The LBP is not a contractual obligation and Canada Protection Plan reserves the right to change it or cancel at its sole discretion. Cancellation of the LBP will not affect the entitlement of advisors to regular compensation earned prior to cancellation and not yet paid by Canada Protection Plan. Canada Protection Plan will set the amount of the Minimum NFYC to be entitled to the LBP bonus effective as of January 1 of each year. If an advisor who received the LBP bonus in a previous year generates less than the Minimum NFYC in the current calendar year, the advisor will no longer be entitled to the LBP bonus. If in any subsequent year the advisor generates the Minimum NFYC for that year, he or she will be entitled to a LBP bonus at the Bronze level. There will be no pro-rating of qualification requirements for advisors who contract with Canada Protection Plan during the qualification period. Qualification criteria cannot be transferred from one advisor to another. To qualify, there must be only one advisor submitting business per code. No credit split will be accepted. Where the involvement of an agent in a split case is solely to provide leads to another agent, Canada Protection Plan reserves the right to only pay the bonus to the writing agent. Canada Protection Plan reserves the right to charge back any loyalty bonus that has been paid on policies for which the commission has been charged back in the first two years. All eligible candidates must maintain an acceptable quality of existing business as solely determined by Canada Protection Plan and comply with regulatory guidelines and laws including compliance with all Fair Treatment of Customer requirements. Foresters Financial™ products are excluded from the Loyalty Bonus Program.



A Foresters Financial™ Company

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421516 CAN (01/23)