

NIA Referral Bonus

Licensed or not, you may be eligible!

The NIA “Referral Bonus” is...

- ... a way to benefit when you actively create sales opportunities.
- ... an opportunity to earn additional income!
- ... a reminder that NIA is foremost a sales organization.
- ... confirmation that we offer a broad range of products and services.
- ... a way for us to provide clients with other valuable products & services.

Here’s how it works.....you create the opportunity!

Make contact with a potential client, “The Referral”.
Enter their information into our NIA Employee Referral Program.
Indicate the division: personal, commercial or life and benefits.
Designate a producer or default to Tom to assign a salesperson.
Once the referral provides quote information, the referral is validated.
Once validated, you are eligible for the **referral bonus = \$25**.
When the policy sells you are eligible for the **sales bonus = \$25**.

Other Really-Really Important Stuff:

The employee referral program is designed to encourage active pursuit of potential new business prospects. **THEY’RE EVERYWHERE & you know some!**
You are eligible for a bonus when you have pro-actively obtained a referral to another department.
Business referred or developed within your department is not eligible for the program.
You can receive a new referral and sales bonus from each department per year for each account you refer*.
Minimum annual commission must exceed \$200 to be eligible for the sales bonus.
You, your direct family and other NIA employees do not qualify.

Enhancement bonus→ If the annualized commission exceeds \$1,000 you will earn \$150 more!

Have fun spending the money with good referring!