



## 2022 Compass Health Insurance Retail Store Performance Standards (RSPS)

Products	Per Month
FB ACA	20
FM MA/MS	8
FB Dental	10
USAbLe Accident, CI, HI	10
STM, ACCESS	4
Life	4
Smart	4
TOTAL	60

### Notes:

1. Each Sales Center is expected to meet the minimum monthly production as outlined above
2. Each SC Manager and Agents are expected to sell across all CH Product lines
3. CH will support each Sales Center to the extent required including:
  - Product / Sales training for new and veteran agents
  - Marketing & Lead Support
  - Recruiting Assistance
  - Store Expenditures and Administrative support as outlined in the Retail Handbook
4. Each SC is expected to have a minimum of 1 Manager and 3 agents per location
5. Weekly & Monthly Production Reports will be provided
6. Individual Store Performance will be reviewed each month with Home Office Rep
7. Underperforming Stores will develop an action plan to meet RSPS's