

## SCORECARD CONTENT EXPLANATION

**Activity Ratio** is calculated by adding Persistency and Penetration ratios

**Advanced Salary** if the Broker/Agent is an employee of Victoire and is paid a salary at the end of the month, then the system will deduct **\$750** from their Sales.

**Cion (Commission) Obligatory** This rate shows previously decided commission provided for Obligatory policies.

**Cion (Commission) Non-Obligatory** This rate shows previously decided commission provided for None Obligatory policies.

**Last Year New** Is the total amount of New sales the Broker/Agent made on the same month last year.

**Last Year Renewal** Is the total amount of New sales the Broker/Agent made on the same month last year.

**Loss Ratio** calculates the loss the company made from paying out Claims to the Broker/Agent's specific Clients for this month.

**NEW** includes all policies that the Broker/Agent is able to sell to Clients, they can be Life policies, General policies, Obligatory Policies or Medical Policies.

**New Life** Includes any sale of new policies made specifically for Life insurance.

**New General** Includes any sale of new policies made specifically for all types of General Insurance.

**New Obligatory** Includes any sale of new policies made specifically for Obligatory insurance, which also include **EXPAT insurance**.

**New Medical Victoire/Ajial** Includes any sale of new policies made specifically for Medical insurance for both Victoire and Ajial products.

**Payment Ratio** is calculated as the payment provided by the Broker/Agent up until this month, covering what he/she still owns the Company.

**Penalty** this is the percentage given depending on the Persistency, Penetration, Loss Ratio and Payment Ratio amounts calculated.

### Persistency Ratio is calculated

If over 70% he takes	100%
If over 60% he takes	75%
If between 60% - 65% he takes	50%
If less than 60% he takes	0%

### Penetration Ratio is calculated

If over 20% he takes	100%
If between 10% - 20% he takes	50%
If less than 10% he takes	0%

### Loss Ratio is calculated

If the amount is >100% then Broker gets	0%
If between 100%-90% Broker gets	25%
If between 90%-80% then Broker gets	50%
If between 80%-70% then Broker gets	75%
If the amount is < 70% Broker gets	100%

### Payment Ratio is calculated

If the amount is >70% then Broker gets	100%
If between 70%-60% then Broker gets	50%
If the amount is < 60% Broker gets	0%

**Persistency Ratio** is calculated using the Number of Policies made by the Broker/ Agent this year with the Number of Policies made last year.

**Penetration Ratio** is calculated as the percentage of the Broker/Agent's New insurance policies that have been sold for this month this year compared to last year on the same month.

**RENEWAL** Includes all renewals made on last year's policies, they can be Life policies, General policies, Obligatory Policies or Medical Policies.

**Renewal Life** Includes all renewals made on last year's policies specifically for Life insurance.

**Renewal General** Includes all renewals made on last year's policies specifically for General Insurance.

**Renewal Obligatory** Includes all renewals made on last year's policies specifically for Obligatory & **EXPAT insurance**.

**Renewal Medical for Victoire/Ajial** Includes all renewals made on last year's policies specifically for Medical insurance for both Victoire and Ajial products.

**Sales New** It is the Actual amount of sales the Broker/Agent has reached for that month from selling New policies.

**Salaries** if the Broker/Agent is an employee of Victoire and is paid a salary at the end of the month, then the system shows **Yes** and if they are not it will show **No**.

**Scoring out of 400%** this is the total of all the percentages calculated for Persistency, Penetration, Activity and Loss Ratio.

**Score Rate** is calculation of the Actual Sales made by Brokers/Agents with the % of Target achieved with previously decided Weight Factor and Real Weight.

**% of Target** this calculated the Actual Sales made by the Broker/Agent compared the Required Target.

**Weight Factor** each product New and Renewed has a fixed weight % specified for it by the company.

**Real Weight** this calculated the % of target with the fixed Weight Factor.

**Target New** It is the target amount of new sales the Broker/Agent is expected to reach for that month.

**Target Renewal** It is the target amount of renewed policies that the Broker/Agent is expected to renew for that month.

**Target This year NEW** is the amount calculated by the Company using last year's sales to specify what the Broker/Agent should be making on **NEW** sales on this month in comparison to what s/he was making last year on the same month.

For Life policies, the target is calculated by adding the Sales of both the New & Renewals made on the same month last year and multiplying it by **20%**. With a minimum of \$750.

For General policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **20%**. With a minimum of \$3,500.

For Obligatory policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **20%**. With a minimum of \$500.

For Medical policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **20%**. With a minimum of \$750.

**Total Commission** this is the total commission the Broker receives for additional policies made that exceed the required target.

**Target This year RENEWAL** is the amount calculated by the Company using last year's sales to specify what the Broker/Agent should be making on **RENEWALS** on this month in comparison to what s/he was making last year on the same month.

Life policies, the target is calculated by adding the Sales of both the New & Renewals made on the same month last year and multiplying it by **80%**.

For General policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **80%**.

For Obligatory policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **80%**.

For Medical policies, the target is calculated by adding the Total sales of both the New & Renewals made on the same month last year and multiplying it by **80%**.

**Over Cion (Commission)** this calculates the Over work made this month over the Scoring of 400%.

**Over Commission on Over Production** A new program that provides the Broker/Agent with additional commission for last year production and the target required for this year.

**Overwork** this shows the additional work the Broker/Agent conduct exceeding the target required. This is calculated by multiplying the Non-Obligatory commission by the Total Score of Sales.

**\$10 New Policy** this is the total of a \$10 dollar reward for every new policy the Broker makes. The maximum amount rewarded for new policies is up to \$300.