



Get Licensed Bonus Program

Rules & Criteria

For internal promotion purposes only. Not for use on public sites, consumer social media, or paid placement.

Program Overview

The Get Licensed Bonus Program is for unlicensed associates only. It rewards them for getting licensed and writing business, with up to \$275 CAD paid across three milestones. Licensed Agents are not eligible. This document is the master reference for the program: who qualifies, the enrollment window, payout tiers, deadlines, and the rules governing how bonuses are earned and paid.

Who Qualifies

This program is for unlicensed associates only.

Associates who were already licensed with Exterior before August 24, 2026 are not eligible for any part of this program, including the \$50. The policy bonuses are not available separately.

Program Details

- Enrollment Window: August 24 – December 31, 2026 (Canada)
- Maximum Payout: \$275 CAD per associate
- Paid As: Additional commissions — no chargebacks, no leaderboard
- Qualification Basis: Your Exterior back office must show you as licensed by your deadline. Your 30 and 60 day policy windows then begin the day you become licensed in the back office.

How the Bonus Works

The bonus is paid in three tiers as an associate progresses from licensing through their first two policies. Bonuses are paid as additional commissions. There are no chargebacks and no leaderboard associated with this program.

Tier	Qualifying Event	Paid When	Amount	Running Total
1	Your Exterior back office shows you as licensed	When your back office status shows licensed	\$50 CAD	\$50 CAD
2	First policy written within 30 days of appearing licensed in Exterior	When that policy settles	\$75 CAD	\$125 CAD

Tier	Qualifying Event	Paid When	Amount	Running Total
3	Second policy written within 60 days of appearing licensed in Experior	When that policy settles	\$150 CAD	\$275 CAD

Note (Tiers 2 and 3): Counted from the day you appear licensed in Experior.

Maximum payout: An associate who hits all three tiers earns the full \$275 CAD. Bonuses do not stack beyond the second policy, regardless of how much additional business is written.

All 30 and 60 day windows start the day you appear licensed in Experior. Not the day you pass your exam, and not the date your licence was issued. If your licence was issued before it showed in your back office, your clock starts from the back office date.

Payout Examples

These scenarios illustrate how the tiers combine based on what an associate writes and when. All timings below are counted from the day you appear licensed in Experior.

Scenario	Total
First policy within 30 days, second policy by day 60 (all three tiers earned)	\$275 CAD (\$50 + \$75 + \$150)
First policy within 30 days, no second policy written (second-policy bonus not earned)	\$125 CAD (\$50 + \$75)
No policy in the first 30 days, however many are written later (licensing bonus only)	\$50 CAD
Licensed, no policies written	\$50 CAD

Deadlines

Your deadline to appear licensed in Experior depends on when you joined Experior. The standard window is 120 days, but two groups follow different rules.

Joined Experior	Clock Starts	Deadline to Appear Licensed in Experior
Before July 1, 2026	Not applicable	October 31, 2026. The 120 day window does not apply to this group.
July 1 – August 24, 2026	Anchored to Aug. 24, 2026	120 days from Aug. 24, 2026
August 24 – December 31, 2026	Own join date	120 days from join date

If you joined Experior before July 1, 2026 and are still unlicensed, your deadline is October 31, 2026. This is the earliest deadline in the program and it does not extend.

Once your back office shows you as licensed, your 30 day and 60 day policy windows begin from that date, even if they extend past December 31, 2026.

Key Rules to Know

- This program is for unlicensed associates only. Licensing completed before August 24, 2026 does not count toward any tier.
- All dollar amounts in this document are in CAD.
- Written qualifies, settled pays. The 30- and 60-day policy deadlines are measured from the date a policy is written, not when it settles. A policy written within the window still must settle to release payment — a policy that never settles never pays.
- Your first policy must be written within 30 days of appearing licensed in Experior. If it is not, you earn the \$50 only. Policies written after day 30 do not qualify for the \$75 or the \$150.
- Your back office status is what counts, not the date your licence was issued. There can be a gap between the two while licensing is processed, so check your back office to confirm.
- The \$150 requires both policies: a first policy within 30 days, and a second within 60 days.
- \$275 is the maximum bonus per associate, regardless of how much business is written beyond the second policy.
- The \$50 is paid once your Experior back office shows you as licensed. The \$75 and \$150 are paid when those policies settle.
- Bonuses are paid as additional commissions. There are no chargebacks and no leaderboard tied to this program.

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