

Primerica Acronyms and Definitions

IBA – Independent Business Application

FNA – Financial Needs Analysis

KT – Kitchen Table Presentation

IRA – Individual Retirement Account

RVP – Regional Vice President

FIN – Financial Independence Number

Baseshop – the team at promotion levels below RVP in the matrix

Upline – the individual above you in the matrix

Downline – all the individuals below you in the matrix

FTO – Field Training Observation

Premium – the amount a client pays for an insurance policy

Bonusable Premium – the annual premium the client pays for an insurance policy

PRI – an abbreviation for Primerica and the NYSE symbol

Generation – an RVP overriding an RVP in the matrix

Override – the commission made when a downline rep submits an application for a product or service

PLPP – Primerica Legal Protection Program

Field Trainer – a team member certified by the RVP to train

U4 – the FINRA application for your securities investment license

Codes – licensed representatives