COMPENSATION SCHEDULE - RMD

www.equisfinancial.com





REGIONAL MARKETING DIRECTOR COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

AMERICAN GENERAL	LIFE
AIG GIWL	55%

AMERICAN EQUITY	ANNUITY	LIFE
Foundation Gold		4.85%
Trandition Gold		3.75%
Retirement Gold, Bonus Gold, Benefit Gold, Advantage Gold, Premier Eagle 12		5%
MYGA		2.75%

AMERICO	LIFE
HMS 125	110%
HMS 125 15 Year	95%
HMS 150	120%
HMS ADB	75%
HMS Plus Payment Protector 15 Year	95%
HMS Plus Payment Protector	110%
LIMO ADD/DOD	

HMS ADB/ROP		
Ages 20-29 = 50% Ages 30-39 = 70% Ages 40-50 = 75%		

Ages 50-59 = 80%

Eagle Premier

Ages 60-80 = 100%

Ages 81-85*= 85%

Eagle Premier Guaranteed Issue

Ages 50-74 = 20% Ages 76-80 = 20%

AMERITAS	IUL	ANNUITY	LIFE
Ameritas Excel Plus			
Year 1			95%
Years 2-10			2.75%
Years 11+			0.75%
Ameritas Excel Index			
Year 1			72.5%
Years 2-10			2.75%
Years 11+			0.75%
Ameritas Excel Essential			
Year 1			87.5%
Years 2-10			2.75%
Years 11+			0.75%
Flex Living Benefits Term			
10 Year Base			85%
Renewal Years 2-10 = 2.75%			
15 Year Base			92.5%
Renewal Years 2-10 = 2.75%			1005
20-30 Year Base Renewal Years 2-10 = 2 75%			100%
renewal years 2-10 = 2.75%			
ATHENE		1111	LIFE

ATHENE	IUL LIFE
Ascent 10 Bonus 2.0,	6.25%
Ascent Pro 10 Bonus,	
Ascent Pro 10 Bonus Select,	
Performance Elite 10,	
Performance Elite 10 Pro,	
Performance Elite 10 Select,	
Performance Elite 15,	
Benefit 10, Benefit 10 Pro,	
Benefit 10 Select	
Performance Elite 7	4.75%
Max Rate 7	2.25%
Max Rate 5	1.75%
Max Rate 3	1.2%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	100%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 8% Renewal Years 3-5 = 4% Renewal Years 6-10 = 1.5% Renewal Years 11+ = 0.7%	90%
Ages 81-85 Renewal Year 2 = 5% Renewal Years 3-5 = 3% Renewal Years 6-10 = 0.7% Renewal Years 11+ = 0.7%	70%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 8% Renewal Years 3-5 = 4% Renewal Years 6-10 = 1.5% Renewal Years 11+ = 0.7%	60%
Ages 81-85 Renewal Year 2 = 5% Renewal Years 3-5 = 3% Renewal Years 6-10 = 0.7% Renewal Years 11+ = 0.7%	40%
Dignified Choice - Classic Security Graded Benefit	
Ages 45-70 Renewal Years 2-4 = 5% Renewal Year 5 = 4% Renewal Years 6-10 = 1.7% Renewal Years 11+ = 0.2%	20%
Ages 71-80 Renewal Years 2-4 = 5% Renewal Year 5 = 4% Renewal Years 6-10 = 1.7% Renewal Years 11+ = 0.2%	10%

2 EQUIS FINANCIAL THE AGENT'S COMPANY ------ REVISED 10/17/2019



REGIONAL MARKETING DIRECTOR COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

GPM	LIFE
GPM Term with Living Benefit & Equity Protector	
20/30 Year	100%
15 Year 50-250K	100%
15 Year 250,001 +	95%
10 Year 50-250K	100%
10 Year 250,001 +	90%
GPM UL with Living Benefit	
Target Premium	100%
GPM Final Expense	
Ages 50-79 FYC	92%
Ages 80-85 FYC	52%
GREAT WESTERN	LIFE
Guaranteed Issue	55%
FIDELITY & GUARANTY LIFE	LIFE
FG Life Choice (EIUL3)	
Ages 0-17	
Year 1 = 82.5%	
Years 2-10 = 2.5% Excess 1st Year = 2.5%	
Ages 18-75 Year 1 = 105%	
Year 2-10 = 3.5%	
Excess 1st Year = 2.5%	
FG Life Elite (MEIUL3)	
Ages 0-17	
Year 1 = 52.5%	
Years 2-10 = 2.5%	
Excess 1st Year = 2.5%	
Ages 18-75 Year 1 = 110%	
Years 2-10 = 3.5%	
Excess 1st Year = 2.5%	

FORESTERS	LIFE
Strong Foundation	105%
Strong Foundation 10 Year	95%
Prepared Accidental Death	100%
Smart UL* (Target Premium)	87.5%
*Excess of Target = 1.25%	
*Renewal Years 2-5 = 1.25%	
PlanRight	
Level/Graded Ages 50-80*	95%
Level/Graded Ages 81-85*	65%
*Renewal Years 2-5 = 4.25%	
Years 6-10 = 2.5% Years 11+ = 1%	
PlanRight Modified*	42.5%
*Renewal Years 2-5 = 2.25%	12.070
Years 6-10 = 1.5%	
Years 11+ = 1%	
Your Term	
Your Term 10 Year	80%
Your Term 15/20/25/30	85%
MUTUAL OF OMAHA	LIFE
MUTUAL OF OMAHA Accidental Death	LIFE 77%
Accidental Death	77%
Accidental Death Children Whole Life	77%
Accidental Death Children Whole Life Term Life	77% 73%
Accidental Death Children Whole Life Term Life Term Life Express	77% 73% 110%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year	77% 73% 110% 90%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10	77% 73% 110% 90% 76%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15	77% 73% 110% 90% 76% 67%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10	77% 73% 110% 90% 76% 67%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense	77% 73% 110% 90% 76% 67% 57%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Graded Final Expense (Ages 45-80) Final Expense (Ages 81-85)	77% 73% 110% 90% 76% 67% 57%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Graded Final Expense (Ages 45-80) Final Expense (Ages 81-85) *Renewal Year 2-5 = 3%	77% 73% 110% 90% 76% 67% 57%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Express 20 & 30 Term Life Answers 25 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Final Expense (Ages 45-80) Final Expense (Ages 81-85) *Renewal Year 2-5 = 3% Years 6-10 = 1%	77% 73% 110% 90% 76% 67% 57%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Graded Final Expense (Ages 45-80) Final Expense (Ages 81-85) *Renewal Year 2-5 = 3% Years 6-10 = 1% Guaranteed UL	77% 73% 110% 90% 76% 67% 57% 85% 95% 55%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Graded Final Expense (Ages 45-80) Final Expense (Ages 81-85) *Renewal Year 2-5 = 3% Years 6-10 = 1% Guaranteed UL Guaranteed UL Express	77% 73% 110% 90% 76% 67% 57% 85% 95%
Accidental Death Children Whole Life Term Life Term Life Express Term Life Express 10 Year Term Life Express 10 Year Term Life Answers 20 & 30 Term Life Answers 15 Term Life Answers 10 Final Expense Final Expense Graded Final Expense (Ages 45-80) Final Expense (Ages 81-85) *Renewal Year 2-5 = 3% Years 6-10 = 1% Guaranteed UL	77% 73% 110% 90% 76% 67% 57% 85% 95% 55%

NATIONAL LIFE GROUP Flex Life And Provider	IUL	LIFE
First Year Up To CTP Vested		97%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		2.75%
Years 11+ Non-Vested		1.75%
OXFORD LIFE		LIFE
Assurance* *Renewal Years 2-5 = 3.5% Years 6-10 = 1%		90%
PHOENIX HOME LIFE		LIFE
Remembrance Final Expense		90%
Simplicity UL* *Excess of Target = 0.35%		80%
Safe Harbor		
Safe Harbor SI Term Express 10		65%
Safe Harbor SI Term Express 15		80%
Safe Harbor SI Term Express 20 & 30		90%
Personal Protection Choice Annuity		
Ages 0 - 75		7.25%
Ages 76 - 80		5%
ROYAL NEIGHBORS		LIFE
Whole Life		75%
Jet Term Life		80%
TRANSAMERICA		LIFE
Immediate Solution		90%
*Renewal Years 2-10 = 6.5%		
Years 11+ = 1.25%		
Term Life		
Trendsetter Super 10		75%
Trendsetter Super 15		80%
Trendsetter 20/25/30		85%
Trendsetter LB 10/15/20/25/30		90%