

# COMPENSATION SCHEDULE - SSM

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# SENIOR SALES MANAGER COMPENSATION SCHEDULE

TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

## AMERICAN GENERAL LIFE

AIG GIWL 45%

## AMERICAN EQUITY ANNUITY LIFE

Foundation Gold 2.5%

Trandition Gold 1.85%

Retirement Gold, Bonus Gold,  
Benefit Gold, Advantage Gold,  
Premier Eagle 12 2.5%

MYGA 2.25%

## AMERICO LIFE

HMS 125 85%

HMS 125 15 Year 70%

HMS 150 95%

HMS ADB 50%

HMS Plus Payment Protector 15 Year 70%

HMS Plus Payment Protector 85%

### HMS ADB/ROP

Ages 20-29 = 27.5%

Ages 30-39 = 45%

Ages 40-50 = 50%

### Eagle Premier

Ages 50-59 = 55%

Ages 60-80 = 75%

Ages 81-85\* = 60%

### Eagle Premier Guaranteed Issue

Ages 50-74 = 15%

Ages 76-80 = 15%

## AMERITAS IUL ANNUITY LIFE

### Ameritas Excel Plus

Year 1 80%

Years 2-10 2%

Years 11+ 0.75%

### Ameritas Excel Index

Year 1 65%

Years 2-10 2%

Years 11+ 0.75%

### Ameritas Excel Essential

Year 1 80%

Years 2-10 2%

Years 11+ 0.75%

### Flex Living Benefits Term

10 Year Base 70%

Renewal Years 2-10 = 2%

15 Year Base 75%

Renewal Years 2-10 = 2%

20-30 Year Base 85%

Renewal Years 2-10 = 2%

## ATHENE IUL LIFE

Ascent 10 Bonus 2.0, 5.25%

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 3.75%

Max Rate 7 1.75%

Max Rate 5 1.25%

Max Rate 3 1.05%

## COLUMBIAN FINANCIAL GROUP LIFE

Safe Shield Term 75%

### Dignified Choice -

#### Classic I, Elite and Select Benefit

Ages 0-80 65%

Renewal Year 2 = 5.5%

Renewal Years 3-5 = 1.5%

Renewal Years 6-10 = 0.25%

Renewal Years 11+ = 0.2%

Ages 81-85 45%

Renewal Year 2 = 2.5%

Renewal Years 3-5 = 0.5%

Renewal Years 6-10 = 0.2%

Renewal Years 11+ = 0.2%

### Dignified Choice - Classic II or

#### Advantage Graded Benefit

Ages 0-80 35%

Renewal Year 2 = 5.5%

Renewal Years 3-5 = 1.5%

Renewal Years 6-10 = 0.25%

Renewal Years 11+ = 0.2%

Ages 81-85 15%

Renewal Year 2 = 2.5%

Renewal Years 3-5 = 0.5%

Renewal Years 6-10 = 0.2%

Renewal Years 11+ = 0.2%

### Dignified Choice -

#### Classic Security Graded Benefit

Ages 45-70 0%

Renewal Years 2-4 = 2.5%

Renewal Year 5 = 1.5%

Renewal Years 6-10 = 1.2%

Ages 71-80 0%

Renewal Years 2-4 = 2.5%

Renewal Year 5 = 1.5%

Renewal Years 6-10 = 1.2%

GPM	LIFE
GPM Term with Living Benefit & Equity Protector	
20/30 Year	75%
15 Year 50-250K	75%
15 Year 250,001 +	70%
10 Year 50-250K	75%
10 Year 250,001 +	65%

GPM UL with Living Benefit	
Target Premium	75%

GPM Final Expense	
Ages 50-79 FYC	69%
Ages 80-85 FYC	39%

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE	LIFE
FG Life Choice (EIUL3)	
Ages 0-17	
Year 1 = 70%	
Years 2-10 = 1.25%	
Excess 1st Year = 1.25%	

Ages 18-75	
Year 1 = 80%	
Year 2-10 = 2.25%	
Excess 1st Year = 1.25%	

FG Life Elite (MEIUL3)	
Ages 0-17	
Year 1 = 70%	
Years 2-10 = 1.25%	
Excess 1st Year = 1.25%	
Ages 18-75	
Year 1 = 85%	
Years 2-10 = 2.25%	
Excess 1st Year = 1.25%	

FORESTERS	LIFE
Strong Foundation	80%
Strong Foundation 10 Year	70%
Prepared Accidental Death	75%
Smart UL* (Target Premium)	72.5%
PlanRight	
Level/Graded Ages 50-80*	70%
Level/Graded Ages 81-85*	40%
*Renewal Years 2-5 = 1.25%	
Years 6-10 = 0.5%	
Years 11+ = 0.3%	
PlanRight Modified*	30%
*Renewal Years 2-5 = 0.5%	
Years 6-10 = 0.5%	
Years 11+ = 0.3%	

Your Term	
Your Term 10 Year	55%
Your Term 15/20/25/30	60%

MUTUAL OF OMAHA	LIFE
Accidental Death	50%
Children Whole Life	53%
Term Life	
Term Life Express	85%
Term Life Express 10 Year	65%
Term Life Answers 20 & 30	51%
Term Life Answers 15	45%
Term Life Answers 10	38%

Final Expense	
Final Expense Graded	67%
Final Expense (ages 45-80)	74%
Final Expense (ages 81-85)	41%
Guaranteed UL	
Guaranteed UL Express	60%
Guaranteed UL < 500.000	54%
Guaranteed UL > 500.000	51%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		80%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		2%
Years 11+ Non-Vested		1.5%

OXFORD LIFE	LIFE
Assurance*	65%
*Renewal Years 2-5 = 2%	
Years 6-10 = 0.5%	

PHOENIX HOME LIFE	LIFE
Remembrance Final Expense	50%
Simplicity UL*	55%
Safe Harbor	
Safe Harbor SI Term Express 10	45%
Safe Harbor SI Term Express 15	60%
Safe Harbor SI Term Express 20 & 30	70%
Personal Protection Choice Annuity	
Ages 0 - 75	5%
Ages 76 - 80	3.5%

ROYAL NEIGHBORS	LIFE
Whole Life	50%
Jet Term Life	60%

TRANSAMERICA	LIFE
Immediate Solution	65%
*Renewal Years 2-10 = 4%	
Years 11+ = 1%	
Term Life	
Trendsetter Super 10	50%
Trendsetter Super 15	60%
Trendsetter 20/25/30	65%
Trendsetter LB 10/15/20/25/30	70%