

Years 5-10 = 4% Year 11+ = 1%

### **EQUIS REPRESENTATIVE 1 COMPENSATION SCHEDULE**

LIFE

45%

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

70%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	70%
Years 2-5 = 4%	
Years 5-10 = 3.75%	
Years 11+ = 0.75%	
Modified Benefit Plan 40-75	
Year 1	70%
Years 2-5 = 4.5%	

AMERICAN AMICABLE/OCCIDENT	AL LIFE
Home Protector	70%
Officer's Benefit Association	30%
Security Protector	45%
Survivor Protector	75%
Easy Term	
T20-30	40%
Senior Choice	
Immediate 0-79	60%
Express UL	
Target	45%

AMERICO	LIFE
Term 125	70%
Term 125 15 Year	60%
HMS ADB	40%
CBO	
CBO 50	
20 Years = 50%	
30 Years = 60%	
CBO 100 20 Years = 60%	
30 Years = 70%	
Eagle Premier	
Ages 50-59 = 40%	
Ages 60-80 = 60%	
Ages 81-85* = 40%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15%	
Ages 76-80 = 15%	

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	60%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 5% Renewal Years 3-5 = 1%	60%
Age 81-85 Renewal Year 2 = 2%	40%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 5% Renewal Years 3-5 = 0%	30%
Ages 81-85 Renewal Year 2 = 0%	10%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Ornaha

AMERICAN GENERAL



# **EQUIS REPRESENTATIVE 1 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

70%

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	60%
GPM UL with Living Benefit	
Target Premium	60%
GPM Final Expense	
Age 50-79 MDB	31%
Age 80-85 MDB	26%

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE FG Life Pathsetter	LIFE
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	62.5%
Ages 18-75 Years 2-10 = 1.25% Excess 1st Year = 1%	70%
FG Life Everlast	
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	62.5%
Ages 18-75 Years 2-10 = 1.25% Excess 1st Year = 1%	65%

FORESTERS	LIFE
Strong Foundation	65%
Strong Foundation 10 Year	55%
Smart UL* (Target Premium)	70%
Children's Bright Future	45%
Prepared II	60%
PlanRight	
Level/Graded Ages 50-80*	60%
Level/Graded Ages 81-85*	30%
PlanRight Modified*	25%

JOHN HANCOCK	LIFE
Term 10	50%
Term 15	65%
Term 20, 25, 30	75%

MUTUAL OF OMAHA	LIFE
Accidental Death	40%
Children Whole Life	45%
Term Life	
Term Life Express	70%
Term Life Express 10 Year	50%
Final Expense	
Final Expense Graded	56.5%
Final Expense (ages 45-80)	61%
Final Expense (ages 81-85)	34%
Universal Life	
GULE	50%
IULE	75%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		65%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Years 5-10 = 4.25% Year 11+ = 1.25%

# EQUIS REPRESENTATIVE 2 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	80%
Years 2-5 = 4%	
Years 5-10 = 3.75%	
Years 11+ = 0.75%	
Modified Benefit Plan 40-75	
Year 1	75%
Years 2-5 = 5%	

AMERICAN AMICABLE/OCCIDENT	AL LIFE
Home Protector	75%
Officer's Benefit Association	35%
Security Protector	50%
Survivor Protector	80%
Easy Term	
T20-30	45%
Senior Choice	
Immediate 0-79	65%
Express UL	
Target	50%

AMERICAN GENERAL	LIFE
AIG GIWL	45%

AMERICO	LIFE
Term 125	75%
Term 125 15 Year	60%
HMS ADB	40%
CBO	
CBO 50	
20 Years = 55%	
30 Years = 65%	
CBO 100	
20 Years = 65%	
30 Years = 75%	
Eagle Premier	
Ages 50-59 = 45%	
Ages 60-80 = 65%	
Ages 81-85*= 45%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15%	
Ages 76-80 = 15%	

ATHENE	IUL LIFE
Ascent 10 Bonus 2.0, 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	5.25%
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	65%
Dignified Choice - Classic I, Elite and Select Benefit	
Age 0-80 Renewal Year 2 = 5.25% Renewal Years 3-5 = 1.25%	62.5%
Age 81-85 Renewal Year 2 = 3.25%	42.5%
Dignified Choice - Classic II or Advantage Graded Benefit	
Age 0-80 Renewal Year 2 = 2.25% Renewal Years 3-5 = 0%	32.5%
Age 81-85 Renewal Year 2 = 0.25%	12.5%

Carriers with extended levels past CL11:

### ER2

# EQUIS REPRESENTATIVE 2 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

751

GPM	LIFE
GPM Equity Protector Term 20/30 Year	65%
GPM UL with Living Benefit Target Premium	65%
GPM Final Expense	
Ages 50-79 MDB	34%
Ages 80-85 MDB	28%

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE	LIFE
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	65%
Ages 18-75 Year 2-10 = 1.5% Excess 1st Year = 1%	75%
FG Life Everlast	
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	65%
Ages 18-75 Years 2-10 = 1.5% Excess 1st Year = 1%	70%

FORESTERS	LIFE
Strong Foundation	70%
Strong Foundation 10 Year	60%
Smart UL* (Target Premium)	72.5%
Children's Bright Future	50%
Prepared II	65%
PlanRight	
Level/Graded Ages 50-80*	60%
Level/Graded Ages 81-85*	30%
PlanRight Modified*	25%

JOHN HANCOCK	LIFE
Term 10	60%
Term 15	70%
Term 20, 25, 30	80%

MUTUAL OF OMAHA	LIFE
Accidental Death	45%
Children Whole Life	50%
Term Life	
Term Life Express	75%
Term Life Express 10 Year	55%
Final Expense	
Final Expense Graded	58%
Final Expense (ages 45-80)	65%
Final Expense (ages 81-85)	36%
Universal Life	
GULE	52.5%
IULE	75%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		70%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

# **EQUIS REPRESENTATIVE 3 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89 Years 2-5 = 4.5% Years 5-10 = 3.75% Years 11+ = 0.75%	85%
Modified Benefit Plan 40-75	
Year 1 Years 2-5 = 5.25%	80%

Year 1	80%
Years 2-5 = 5.25%	
Years 5-10 = 4.4%	
Year 11+ = 1.4%	

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	80%
Officer's Benefit Association	40%
Security Protector	55%
Survivor Protector	85%
Easy Term	
T20-30	50%
Senior Choice	
Immediate 0-79	70%
Express UL	
Target	55%

AMERICAN GENERAL	LIFE
AIG GIWL	45%

AMERICO	LIFE
Term 125	80%
Term 125 15 Year	65%
HMS ADB	45%
СВО	
CBO 50	
20 Years = 60%	
30 Years = 70%	
CBO 100	
20 Years = 70%	
30 Years = 80%	
Eagle Premier	
Ages 50-59 = 50%	
Ages 60-80 = 70%	
Ages 81-85*= 50%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15%	
Ages 76-80 = 15%	

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	70%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 5.3% Renewal Years 3-5 = 1.3%	63.5%
Ages 81-85 Renewal Year 2 = 3.3%	43.5%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 2.35% Renewal Years 3-5 = 0%	33.5%
Ages 81-85 Renewal Year 2 = 0.3%	13.5%

Carriers with extended levels past CL11:

### ER3

## EQUIS REPRESENTATIVE 3 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

801

 GPM
 LIFE

 GPM Equity Protector
 70%

 Term 20/30 Year
 70%

 GPM UL with Living Benefit
 70%

 Target Premium
 70%

 GPM Final Expense
 37%

 Ages 50-79 MDB
 37%

 Ages 80-85 MDB
 31%

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17	67.5%
Years 2-10 = 1%	
Excess 1st Year = 1%	
Ages 18-75	80%
Year 2-10 = 1.75%	
Excess 1st Year = 1%	

FG Life Everlast	
Ages 0-17	67.5%
Years 2-10 = 1%	
Excess 1st Year = 1%	
Ages 18-75	75%
Years 2-10 = 1.75%	
Excess 1st Year = 1%	

FORESTERS	LIFE
Strong Foundation	75%
Strong Foundation 10 Year	65%
Smart UL* (Target Premium)	75%
Children's Bright Future	55%
Prepared II	70%
PlanRight	
Level/Graded Ages 50-80*	65%
Level/Graded Ages 81-85* *Renewal Years 2-5 = 1.5% Years 6-10 = 0.65% Years 11+ = 0.4%	35%
PlanRight Modified* *Renewal Years 2-5 = 0.75% Years 6-10 = 0.6% Years 11+ = 0.4%	27.5%

JOHN HANCOCK	LIFE
Term 10	65%
Term 15	75%
Term 20, 25, 30	85%

MUTUAL OF OMAHA	LIFE
Accidental Death	50%
Children Whole Life	55%
Term Life	
Term Life Express	80%
Term Life Express 10 Year	60%
Final Expense	
Final Expense Graded	59.5%
Final Expense (ages 45-80)	70%
Final Expense (ages 81-85)	39%
Universal Life	
GULE	55%
IULE	80%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		75%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

# EQUIS REPRESENTATIVE 4 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

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AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	90%
Years 2-5 = 4.5%	
Years 5-10 = 4%	
Years 11+ = 1%	
Modified Benefit Plan 40-75	
Year 1	85%
Years 2-5 = 5.5%	
Years 5-10 = 4.5%	
Year 11+ = 1.5%	

AMERICAN AMICABLE/OCCIDENT	TAL LIFE
Home Protector	85%
Officer's Benefit Association	45%
Security Protector	60%
Survivor Protector	90%
Easy Term	
T20-30	55%
Senior Choice	
Immediate 0-79	75%
Express UL	
Target	60%

AMERICAN GENERAL	LIFE
AIG GIWL	45%

erm 125	
	85%
erm 125 15 Year	70%
MS ADB	50%
BO	
BO 50	
0 Years = 65%	
0 Years = 75%	
BO 100 0 Years = 75%	
0 Years = 75% 0 Years = 85%	
agle Premier	
ges 50-59 = 55%	
ges 60-80 = 75%	
ges 81-85*= 55%	
agle Premier Guaranteed Issue	
ges 50-74 = 15%	
ges 76-80 = 15%	

AIHENE	IUL LIFE
Ascent 10 Bonus 2.0, Ascent Pro 10 Bonus, Ascent Pro 10 Bonus Select, Performance Elite 10, Performance Elite 10 Pro, Performance Elite 10 Select,	5.25%
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 Renewal Year 2 = 5.5% Renewal Years 3-5 = 1.5%	65%
Ages 81-85 Renewal Year 2 = 3.5%	45%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 2.5% Renewal Years 3-5 = 0%	35%
Ages 81-85 Renewal Year 2 = 0.5%	15%

Carriers with extended levels past CL11:

Ages 50-79 MDB

Ages 80-85 MDB

FG Life Everlast

### **EQUIS REPRESENTATIVE 4 COMPENSATION SCHEDULE**

40%

33%

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

TERM, OE, THATE	EM ENOE, MOOIDENIAL
GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	75%
GPM UL with Living Benefit	
Target Premium	75%
GPM Final Expense	

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17	70%
Years 2-10 = 1%	
Excess 1st Year = 1%	
Ages 18-75	85%
Year 2-10 = 2%	
Excess 1st Year = 1%	

Ages 0-17	70%
Years 2-10 = 1%	
Excess 1st Year = 1%	
Ages 18-75	80%
Years 2-10 = 2%	
Excess 1st Year = 1%	

FORESTERS	LIFE
Strong Foundation	80%
Strong Foundation 10 Year	70%
Smart UL* (Target Premium)	77.5%
Children's Bright Future	60%
Prepared II	75%
PlanRight	
Level/Graded Ages 50-80*	70%
Level/Graded Ages 81-85*	40%
PlanRight Modified*	30%

JOHN HANCOCK	LIFE
Term 10	70%
Term 15	80%
Term 20, 25, 30	90%

MUTUAL OF OMAHA	LIFE
Accidental Death	55%
Children Whole Life	55%
Term Life	
Term Life Express	85%
Term Life Express 10 Year	65%
Final Expense	
Final Expense Graded	61%
Final Expense (ages 45-80)	74%
Final Expense (ages 81-85)	41%
Universal Life	
GULE	60%
IULE	85%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested	B. S.	80%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Year 11+ = 1.75%

# **EQUIS REPRESENTATIVE 5 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

LIFE 50%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89 Years 2-5 = 4.5% Years 5-10 = 4%	95%
Years 11+ = 1%	
Modified Benefit Plan 40-75	
Year 1 Years 2-5 = 6% Years 5-10 = 4.75%	90%

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	90%
Officer's Benefit Association	50%
Security Protector	65%
Survivor Protector	95%
Easy Term	
T20-30	60%
Senior Choice	
Immediate 0-79	80%
Express UL	
Target	65%

AMERICO	LIFE
Term 125	90%
Term 125 15 Year	75%
HMS ADB	55%
СВО	
CBO 50	
20 Years = 70%	
30 Years = 80%	
CBO 100	
20 Years = 80%	
30 Years = 90%	
Eagle Premier	
Ages 50-59 = 60%	
Ages 60-80 = 80%	
Ages 81-85*= 60%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15%	
Ages 76-80 = 15%	

90%.

AIHENE	IUL	LIFE
Ascent 10 Bonus 2.0,		6%
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		4.5%
Max Rate 7		2%
Max Rate 5		1.5%
Max Rate 3		1.1%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	80%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 6% Renewal Year 3-5 = 2%	70%
Ages 81-85 Renewal Year 2 = 4%	50%
Dignified Choice - Classic II or Advantage Graded Benefit	
Age 0-80 Renewal Year 2 = 3% Renewal Years 3-5 = 0%	40%
Age 81-85 Renewal Year 2 = 1%	20%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Omaha

AMERICAN GENERAL

Guaranteed Issue

# **EQUIS REPRESENTATIVE 5 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

50%

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	80%
GPM UL with Living Benefit	
Target Premium	80%
GPM Final Expense	
Ages 50-79 MDB	42%
Ages 80-85 MDB	36%
GREAT WESTERN	LIFE

FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17 Years 2-10 = 1.25% Excess 1st Year = 1.25%	72.5%
Ages 18-75 Year 2-10 = 2.25% Excess 1st Year = 1.25%	90%

FG Life Everlast	
Ages 0-17 Years 2-10 = 1.25% Excess 1st Year = 1.25%	72.5%
Ages 18-75 Years 2-10 = 2.25% Excess 1st Year = 1.25%	85%

FORESTERS	LIFE
Strong Foundation	85%
Strong Foundation 10 Year	75%
Smart UL* (Target Premium)	80%
Children's Bright Future	65%
Prepared II	80%
PlanRight	
Level/Graded Ages 50-80*	75%
Level/Graded Ages 81-85*	45%
PlanRight Modified*	32.5%

90%

LCVCII Citadea / 1goo o i oo	
PlanRight Modified*	32.5%
JOHN HANCOCK	LIFE
Term 10	75%
Term 15	85%
Term 20, 25, 30	95%

MUTUAL OF OMAHA	LIFE
Accidental Death	59%
Children Whole Life	60%
Term Life	
Term Life Express	90%
Term Life Express 10 Year	70%
Final Expense	
Final Expense Graded	62.5%
Final Expense (Ages 45-80)	78%
Final Expense (Ages 81-85)	43%
Universal Life	
GULE	65%
IULE	90%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		85%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:



# **EQUIS REPRESENTATIVE 6 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

LIFE 50%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	100%
Years 2-5 = 5%	
Years 5-10 = 4.25%	
Years 11+ = 1.25%	
Modified Benefit Plan 40-75	
Year 1	95%
Years 2-5 = 6.25%	
Years 5-10 = 4.9%	
Year 11+ = 1.9%	

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	95%
Officer's Benefit Association	55%
Security Protector	70%
Survivor Protector	100%
Easy Term	
T20-30	65%
Senior Choice	
Immediate 0-79	85%
Express UL	
Target	70%

AMERICO	LIFE
Term 125	95%
Term 125 15 Year	80%
HMS ADB	60%
CBO	
CBO 50	
20 Years = 75%	
30 Years = 85%	
CBO 100	
20 Years = 85%	
30 Years = 95%	
Eagle Premier	
Ages 50-59 = 65%	
Ages 60-80 = 85%	
Ages 81-85*= 65%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15%	
Ages 76-80 = 15%	

ATHENE	IUL	LIFE
Ascent 10 Bonus 2.0,		6%
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		4.5%
Max Rate 7		2%
Max Rate 5		1.5%
Max Rate 3		1.1%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	85%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 6.5% Renewal Years 3-5 = 2.5%	75%
Ages 81-85 Renewal Year 2 = 4.5%	55%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 3.5% Renewal Years 3-5 = 0%	45%
Ages 81-85	25%

Renewal Year 2 = 1.5%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Ornaha

AMERICAN GENERAL

# EQUIS REPRESENTATIVE 6 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	85%
GPM UL with Living Benefit	
Target Premium	85%
GPM Final Expense	
Ages 50-79 MDB	45%
Ages 80-85 MDB	37%
GREAT WESTERN	LIFE
Guaranteed Issue	50%
FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17	75%
Years 2-10 = 1.5%	
Excess 1st Year = 1.5%	
Ages 18-75 Year 2-10 = 2.5%	95%
Excess 1st Year = 1.5%	
FG Life Everlast	
Ages 0-17	75%
Years 2-10 = 1.5%	
Excess 1st Year = 1.5%	
Ages 18-75	90%
Years 2-10 = 2.5%	
Excess 1st Year = 1.5%	

FORESTERS	LIFE
Strong Foundation	90%
Strong Foundation 10 Year	80%
Smart UL* (Target Premium)	82.5%
Children's Bright Future	70%
Prepared II	85%
PlanRight	
Level/Graded Ages 50-80*	80%
Level/Graded Ages 81-85*	50%
PlanRight Modified*	35%
JOHN HANCOCK	LIFE
Term 10	80%
Term 15	90%
Term 20, 25, 30	100%

MUTUAL OF OMAHA	LIFE
Accidental Death	64%
Children Whole Life	65%
Term Life	
Term Life Express	95%
Term Life Express 10 Year	75%
Final Expense	
Final Expense Graded	64.5%
Final Expense (Ages 45-80)	82%
Final Expense (Ages 81-85)	45%
Universal Life	
GULE	60%
IULE	95%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		90%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Years 5-10 = 5% Year 11+ = 2%

# **EQUIS REPRESENTATIVE 7 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89 Years 2-5 = 5% Years 5-10 = 4.25% Years 11+ = 1.25%	105%
Modified Benefit Plan 40-75	
Year 1 Years 2-5 = 6.5%	97.5%

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	100%
Officer's Benefit Association	60%
Security Protector	75%
Survivor Protector	105%
Easy Term	
T20-30	70%
Senior Choice	
Immediate 0-79	90%
Express UL	
Target	75%

AMERICO	LIFE
Term 125	100%
Term 125 15 Year HMS ADB	85% 65%
CBO	
CBO 50 20 Years = 80% 30 Years = 90% CBO 100 20 Years = 90% 30 Years = 100%	
Eagle Premier	
Ages 50-59 = 70% Ages 60-80 = 90% Ages 81-85*= 70%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 15% Ages 76-80 = 15%	

100%.

IUL LIFE
6%
4.5%
2%
1.5%
1.1%

ATHENE

50%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	90%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 7% Renewal Years 3-5 = 3%	80%
Ages 81-85 Renewal Year 2 = 5%	60%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 4% Renewal Years 3-5 = 0%	50%
Ages 81-85 Renewal Year 2 = 2%	30%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Omaha

AMERICAN GENERAL

## ER7 EQUIS REPRESENTATIVE 7 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

100%.

85%

95%

105%

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	90%
GPM UL with Living Benefit	
Target Premium	90%
GPM Final Expense	
Ages 50-79 MDB	48%
Ages 80-85 MDB	40%
GREAT WESTERN	LIFE
Guaranteed Issue	50%
FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17	77.5%
Years 2-10 = 1.75% Excess 1st Year = 1.75%	
	100%
Ages 18-75 Year 2-10 = 2.75%	100%
Excess 1st Year = 1.75%	
FG Life Everlast	
Ages 0-17	77.5%
Years 2-10 = 1.75%	
Excess 1st Year = 1.75%	
Ages 18-75	95%
Years 2-10 = 2.75%	

FORESTERS	LIFE
Strong Foundation	95%
Strong Foundation 10 Year	85%
Smart UL* (Target Premium) Children's Bright Future	85% 75%
Prepared II	90%
PlanRight	
Level/Graded Ages 50-80*	85%
Level/Graded Ages 81-85*	55%
PlanRight Modified*	37.5%
JOHN HANCOCK	LIFE

Term 10

Term 15 Term 20, 25, 30

MUTUAL OF OMAHA		LIFE
Accidental Death		68%
Children Whole Life		65%
Term Life		
Term Life Express		100%
Term Life Express 10 Year		80%
Final Expense		
Final Expense Graded		66%
Final Expense (Ages 45-80)		86%
Final Expense (Ages 81-85)		48%
Universal Life		
GULE		75%
IULE		100%
NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested	Janus (Igaz a Geografia a Santa) est	92%
Renewal/Excess (Includes First Year Exces	ss)	
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Omaha

Excess 1st Year = 1.75%



# EQUIS REPRESENTATIVE 8 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

LIFE

50%

105%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89 Years 2-5 = 5.5%	107.5%
Years 5-10 = 4.25% Years 11+ = 1.25%	
Modified Benefit Plan 40-75	
Year 1	100%
Years 2-5 = 6.5%	
Years 5-10 = 5%	
Year 11+ = 2%	

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	105%
Officer's Benefit Association	65%
Security Protector	80%
Survivor Protector	110%
Easy Term	
T20-30	75%
Senior Choice	
Immediate 0-79	95%
Express UL	
Target	80%

LIFE	AMERICO
105%	Term 125
Year 90%	Term 125 15 Year
70%	HMS ADB
	CBO
	CBO 50
	20 Years = 85%
%	30 Years = 95%
	CBO 100
	20 Years = 95%
	30 Years = 105%
	Eagle Premier
75%	Ages 50-59 = 75%
95%	Ages 60-80 = 95%
75%	Ages 81-85*= 75%
Guaranteed Issue	Eagle Premier Guar
17.5%	Ages 50-74 = 17.5%
	Ages 76-80 = 17.5%

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%

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COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	95%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 7.5% Renewal Years 3-5 = 3.5%	85%
Ages 81-85 Renewal Year 2 = 5.5%	65%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 4.5% Renewal Years 3-5 = 0.5%	55%
Ages 81-85 Renewal Year 2 = 2.5%	35%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Ornaha

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# EQUIS REPRESENTATIVE 2 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

105%.

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	95%
GPM UL with Living Benefit	
Target Premium	95%
GPM Final Expense	
Ages 50-79 MDB	50%
Ages 80-85 MDB	42%

GREAT WESTERN	LIFE
Guaranteed Issue	50%

FIDELITY & GUARANTY LIFE FG Life Pathsetter	LIFE
Ages 0-17 Years 2-10 = 2% Excess 1st Year = 2%	80%
Ages 18-75 Year 2-10 = 3% Excess 1st Year = 2%	105%
FG Life Everlast	

FG Life Everlast	
Ages 0-17 Years 2-10 = 2% Excess 1st Year = 2%	80%
Ages 18-75 Years 2-10 = 3% Excess 1st Year = 2%	100%

FORESTERS	LIFE
Strong Foundation	100%
Strong Foundation 10 Year	90%
Smart UL* (Target Premium)	90%
Children's Bright Future	75%
Prepared II	95%
PlanRight	
Level/Graded Ages 50-80*	90%
Level/Graded Ages 81-85*	60%
PlanRight Modified*	40%
Training the mountain	

JOHN HANCOCK	LIFE
Term 10	90%
Term 15	100%
Term 20, 25, 30	110%

MUTUAL OF OMAHA	LIFE
Accidental Death	73%
Children Whole Life	70%
Term Life	
Term Life Express	105%
Term Life Express 10 Year	85%
Final Expense	
Final Expense Graded	67.5%
Final Expense (Ages 45-80)	90%
Final Expense (Ages 81-85) *Renewal Year 2-5 = 2%	50%
Universal Life	
GULE	80%
IULE	105%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		95%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Year 11+ = 2.25%

**AMERICAN GENERAL** 

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### **EQUIS REPRESENTATIVE 9 COMPENSATION SCHEDULE**

LIFE 55%

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

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	110%
Years 2-5 = 6%	
Years 5-10 = 4.5%	
Years 11+ = 1.5%	
Modified Benefit Plan 40-75	
Year 1	105%
Years 2-5 = 7%	
Years 5-10 = 5.25%	

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	110%
Officer's Benefit Association	70%
Security Protector	85%
Survivor Protector	115%
Easy Term	
T20-30	80%
Senior Choice	
Immediate 0-79	100%
Express UL	
Target	85%

AMERICO	LIFE
Term 125	110%
Term 125 15 Year	95%
HMS ADB	75%
CBO	
CBO 50	
20 Years = 90%	
30 Years = 100%	
CBO 100	
20 Years = 100% 30 Years = 110%	
Eagle Premier	
Ages 50-59 = 80%	
Ages 60-80 = 100%	
Ages 81-85*= 80%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 20%	
Ages 76-80 = 20%	

110%.

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%	90%
Ages 81-85 Renewal Year 2 = 6%	70%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 5% Renewal Years 3-5 = 1%	60%
Ages 81-85 Renewal Year 2 = 3%	40%

Carriers with extended levels past CL11:

## **EQUIS REPRESENTATIVE 9 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

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GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	100%
GPM UL with Living Benefit	
Target Premium	100%
GPM Final Expense	
Ages 50-79 MDB	53%
Ages 80-85 MDB	44%
GREAT WESTERN	LIFE
Guaranteed Issue	55%
FIDELITY & GUARANTY LIFE FG Life Pathsetter	LIFE
Ages 0-17 Years 2-10 = 2.25% Excess 1st Year = 2.25%	82.5%
Ages 18-75 Year 2-10 = 3.25% Excess 1st Year = 2.25%	110%
FG Life Everlast	
Ages 0-17 Years 2-10 = 2.25% Excess 1st Year = 2.25%	82.5%
Ages 18-75 Years 2-10 = 3.25% Excess 1st Year = 2.25%	105%

FORESTERS	LIFE
Strong Foundation	105%
Strong Foundation 10 Year	95%
Smart UL* (Target Premium)	92.5%
Children's Bright Future	80%
Prepared II	100%
PlanRight	
Level/Graded Ages 50-80*	95%
Level/Graded Ages 81-85*	65%
PlanRight Modified*	42.5%
IOLINILIANIOOOK	

JOHN HANCOCK	LIFE
Term 10	95%
Term 15	105%
Term 20, 25, 30	115%

MUTUAL OF OMAHA	LIFE
Accidental Death	77%
Children Whole Life	75%
Term Life	
Term Life Express	110%
Term Life Express 10 Year	90%
Final Expense	
Final Expense Graded	70%
Final Expense (Ages 45-80)	95%
Final Expense (Ages 81-85)	55%
Universal Life	
GULE	85%
IULE	110%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		97%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

## EQUIS REPRESENTATIVE 10 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

LIFE

55%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	115%
Years 2-5 = 6.5%	
Years 5-10 = 4.75%	
Years 11+ = 1.75%	
Modified Benefit Plan 40-75	The State of the state of

Woulded Deficill 1 lant 40-15	
Year 1	107.5%
Years 2-5 = 7%	
Years 5-10 = 5.25%	

Years 5-10	= 5.25%
Year 11+ =	2.25%

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AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	115%
Officer's Benefit Association	75%
Security Protector	90%
Survivor Protector	120%
Easy Term	
T20-30	85%
Senior Choice	
Immediate 0-79	105%
Express UL	
Target	90%

AMERICO	LIFE
Term 125	115%
Term 125 15 Year	100%
HMS ADB	80%
CBO	
CBO 50	
20 Years = 95%	
30 Years = 105%	
CBO 100	
20 Years = 105%	
30 Years = 115%	
Eagle Premier	
Ages 50-59 = 85%	
Ages 60-80 = 105%	
Ages 81-85*= 85%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 22.5%	
Ages 76-80 = 22.5%	

ATHENE	IUL	LIFE
Ascent 10 Bonus 2.0, 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		6.5%
Performance Elite 7		5%
Max Rate 7		2.5%
Max Rate 5		2%
Max Rate 3		1.3%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	105%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 8.5% Renewal Years 3-5 = 4.5%	95%
Ages 81-85 Renewal Year 2 = 6.5%	75%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 5.5% Renewal Years 3-5 = 1.5%	65%
Ages 81-85 Renewal Year 2 = 3.5%	45%

Carriers with extended levels past CL11:

## EQUIS REPRESENTATIVE 10 COMPENSATION SCHEDULE TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

115%.

120%

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	105%
GPM UL with Living Benefit	
Target Premium	105%
GPM Final Expense	
Ages 50-79 MDB	56%
Ages 80-85 MDB	46%
GREAT WESTERN	LIFE
Guaranteed Issue	55%
FIDELITY & GUARANTY LIFE FG Life Pathsetter	LIFE
Ages 0-17 Years 2-10 = 2.5% Excess 1st Year = 2.5%	85%
Ages 18-75 Year 2-10 = 3.5% Excess 1st Year = 2.5%	115%
FG Life Everlast	
Ages 0-17 Years 2-10 = 2.5% Excess 1st Year = 2.5%	85%
Ages 18-75 Years 2-10 = 3.5%	110%

FORESTERS	LIFE
Strong Foundation	110%
Strong Foundation 10 Year	100%
Smart UL* (Target Premium)	95%
Children's Bright Future	85%
Prepared II	105%
PlanRight	
Level/Graded Ages 50-80*	100%
Level/Graded Ages 81-85*	70%
PlanRight Modified*	45%
JOHN HANCOCK	LIFE
Term 10	100%
Term 15	110%

Term 20, 25, 30

MUTUAL OF OMAHA	LIFE
Accidental Death	82%
Children Whole Life	80%
Term Life	
Term Life Express	115%
Term Life Express 10 Year	95%
Final Expense	
Final Expense Graded	72.5%
Final Expense (Ages 45-80)	100%
Final Expense (Ages 81-85)	60%
Universal Life	
GULE	90%
IULE	115%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		100%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Omaha

Excess 1st Year = 2.5%



## **EQUIS REPRESENTATIVE 11 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

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LIFE

55%

AETNA/CVS	LIFE
Immediate Benefit Plan 40-89	
Immediate Benefit Plan 40-89	120%
Years 2-5 = 7%	
Years 5-10 = 5%	
Years 11+ = 2%	
Modified Benefit Plan 40-75	
Year 1	110%
Years 2-5 = 7.5%	
Years 5-10 = 5.5%	
Year 11+ = 2.5%	

AMERICAN AMICABLE/OCCIDENTAL	LIFE
Home Protector	120%
Officer's Benefit Association	80%
Security Protector	95%
Survivor Protector	125%
Easy Term	
T20-30	90%
Senior Choice	
Immediate 0-79	110%
Express UL	
Target	95%

AMERICO	LIFE
Term 125	120%
Term 125 15 Year	105%
HMS ADB	85%
CBO	
CBO 50	
20 Years = 100%	
30 Years = 110%	
CBO 100	
20 Years = 110%	
30 Years = 120%	
Eagle Premier	
Ages 50-59 = 90%	
Ages 60-80 = 110%	
Ages 81-85*= 90%	
Eagle Premier Guaranteed Issue	
Ages 50-74 = 25%	
Ages 76-80 = 25%	

ATHENE	IUL	LIFE
Ascent 10 Bonus 2.0,		6.5%
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		5%
Max Rate 7		2.5%
Max Rate 5		2%
Max Rate 3		1.3%

COLUMBIAN FINANCIAL GROUP	LIFE
Safe Shield Term	110%
Dignified Choice - Classic I, Elite and Select Benefit	
Ages 0-80 Renewal Year 2 = 9% Renewal Years 3-5 = 5%	100%
Ages 81-85 Renewal Year 2 = 7%	80%
Dignified Choice - Classic II or Advantage Graded Benefit	
Ages 0-80 Renewal Year 2 = 6% Renewal Years 3-5 = 2%	70%
Ages 81-85 Renewal Year 2 = 4%	50%

Carriers with extended levels past CL11:

Aetna/CVS, American Amicable (AmAm), Americo, Columbian Financial Group (CFG), GPM, Foresters, & Mutual of Omaha

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# **EQUIS REPRESENTATIVE 11 COMPENSATION SCHEDULE** TERM, UL, FINAL EXPENSE, ACCIDENTAL & WHOLE LIFE PRODUCTS

GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	110%
GPM UL with Living Benefit	
Target Premium	110%
GPM Final Expense	
Ages 50-79 MDB	58%
Ages 80-85 MDB	49%
GREAT WESTERN	LIFE
Guaranteed Issue	55%
FIDELITY & GUARANTY LIFE FG Life Pathsetter	LIFE
Ages 0-17 Years 2-10 = 2.75% Excess 1st Year = 2.75%	87.5%
Ages 18-75 Year 2-10 = 4% Excess 1st Year = 2.75%	120%
FG Life Everlast	
Ages 0-17 Years 2-10 = 2.75% Excess 1st Year = 2.75%	87.5%
Ages 18-75 Years 2-10 = 4% Excess 1st Year = 2.75%	115%

FORESTERS	LIFE
Strong Foundation	115%
Strong Foundation 10 Year	105%
Smart UL* (Target Premium)	100%
Children's Bright Future	90%
Prepared II	110%
PlanRight	
Level/Graded Ages 50-80*	105%
Level/Graded Ages 81-85*	75%
PlanRight Modified*	47.5%
JOHN HANCOCK	LIFE
Term 10	105%
Term 15	115%

Term 20, 25, 30

120%.

125%

MUTUAL OF OMAHA	LIFE
Accidental Death	86%
Children Whole Life	85%
Term Life	
Term Life Express	120%
Term Life Express 10 Year	100%
Final Expense	
Final Expense Graded	75%
Final Expense (Ages 45-80)	105%
Final Expense (Ages 81-85)	65%
Universal Life	
GULE	95%
IULE	120%

NATIONAL LIFE GROUP	IUL	LIFE
Flex Life And Provider		
First Year Up To CTP Vested		100%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

Carriers with extended levels past CL11: