Year 11+ = 1.4%

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% Years 5-10 = 4.4% | 80% |

| 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% |
| CBO | |
| 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:

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

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

| GPM | LIFE |
|----------------------------|------|
| GPM Equity Protector | |
| Term 20/30 Year | 70% |
| GPM UL with Living Benefit | |
| Target Premium | 70% |
| GPM Final Expense | |
| 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 Years 2-10 = 1% Excess 1st Year = 1% | 67.5% |
| Ages 18-75 Year 2-10 = 1.75% Excess 1st Year = 1% | 80% |
| CC Life Everlant | |

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

| JC | OHN HANCOCK | LIFE |
|----|---------------|------|
| Te | rm 10 | 65% |
| Te | rm 15 | 75% |
| Te | rm 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:

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