

Year 11+ = 1.5%

EQUIS REPRESENTATIVE 4 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 = 4% Years 11+ = 1%	90%
Modified Benefit Plan 40-75	
Year 1 Years 2-5 = 5.5% Years 5-10 = 4.5%	85%

AMERICAN AMICABLE/OCCIDENTAL	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%

AMERICO	
AMERICO	LIFE
Term 125	85%
Term 125 15 Year	70%
HMS ADB	50%
CBO	
CBO 50	
20 Years = 65%	
30 Years = 75%	
CBO 100	
20 Years = 75%	
30 Years = 85%	
Eagle Premier	
Ages 50-59 = 55%	
Ages 60-80 = 75%	
Ages 81-85*= 55%	
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	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:

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

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GPM	LIFE
GPM Equity Protector	
Term 20/30 Year	75%
GPM UL with Living Benefit	
Target Premium	75%
GPM Final Expense	
Ages 50-79 MDB	40%
Ages 80-85 MDB	33%

GREAT WESTERN	LIFE
Guaranteed Issue	45%

FIDELITY & GUARANTY LIFE	LIFE
FG Life Pathsetter	
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	70%
Ages 18-75 Year 2-10 = 2% Excess 1st Year = 1%	85%
FG Life Everlast	
Ages 0-17 Years 2-10 = 1% Excess 1st Year = 1%	70%
Ages 18-75 Years 2-10 = 2%	80%

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		80%
Renewal/Excess (Includes First Year Excess)		
Years 1-10 Vested		0%
Years 11+ Non-Vested		0%

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Excess 1st Year = 1%