



Washington

## COMMISSION SCHEDULE

### Your reward for a job well done

You work hard for your clients. They—and we—appreciate your effort to put security and peace of mind into their hands. Since your dedication helps drive the financial success of our company, we believe that we owe you. That's why we developed these competitive commission rates for producers who are licensed and appointed with LifeMap. They're just one way to show you how much we appreciate you and the work you do.



Insurance for every step of life.

# APPRECIATION FOR EXCELLENCE

These are the commission rates we pay to producers licensed and appointed with LifeMap. They're designed to provide compelling incentives for your sales efforts. In many instances we also offer higher commissions when participation is strong.

## GROUP COVERAGE

Term Life, AD&D and Dependent Life	
Premium	Commission Rate
First \$10,000	10%
Next \$15,000	7%
Next \$25,000	5%
Next \$15,000	3%
Next \$185,000	2.5%
Next \$250,000	2%
Next \$500,000	1%
Over \$1,000,000	0.5%
Employee Assistance Program (EAP)	
Premium	Commission Rate
All premiums	10%
Short Term Disability	
Premium	Commission Rate
First \$10,000	10%
Next \$15,000	7%
Next \$25,000	5%
Next \$15,000	3%
Next \$185,000	2.5%
Next \$250,000	2%
Next \$500,000	1%
Over \$1,000,000	0.5%
Long Term Disability	
Premium	Commission Rate
First \$20,000	15%
Next \$30,000	10%
Over \$50,000	1%
Voluntary Life and Voluntary AD&D	
Participation*	Commission Rate
35%+	20%
20-34%	15%
0-19%	10%
Voluntary STD and Voluntary LTD	
Participation*	Commission Rate
35%+	15%
25-34%	10%
0-24%	5%

## GROUP COVERAGE

Group and Voluntary Accident Only	
Participation*	Commission Rate
21%+	15%
11-20%	12.5%
0-10%	10%
Group and Voluntary Critical Illness	
Participation*	Commission Rate
All premiums	6%
Group and Voluntary Dental	
Premium	Commission Rate
All premiums	5%
Group and Voluntary Vision	
Premium	Commission Rate
All premiums	5%
2-9 Size Groups	
Product	Commission Rate
Life/AD&D	10%
Voluntary Life/AD&D	15%
STD	10%
LTD	15%
Vision	5%
Dental	5%

## INDIVIDUAL COVERAGE

Dental	
Premium	Commission Rate
First-year premium	15%
2nd year and thereafter	5%

Flat commission percentages available upon request and subject to state limitations.

\*We base participation on the census information loaded into the enrollment system the day prior to the first day of enrollment. This flyer is for marketing purposes only. The commission scales shown above shall not apply to policies with negotiated commissions.

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