



California **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

| Group and Voluntary Term Life and AD&D | |
|--|-----------------|
| Groups up to 200 lives | |
| Premium | Commission Rate |
| Any premium | 10% |
| Groups above 200 lives* | |
| 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% |
| Group and Voluntary Long Term Disability | |
| Groups up to 200 lives | |
| Premium | Commission Rate |
| First \$20,000 | 15% |
| Next \$30,000 | 10% |
| Over \$50,000 | 1% |
| Groups above 200 lives | |
| Subject to negotiation | |
| Group and Voluntary Accident Only | |
| Groups up to 200 lives | |
| Participation | Commission Rate |
| 21%+ | 20% |
| 11% - 20% | 15% |
| 0 - 10% | 10% |
| Groups above 200 lives | |
| Subject to negotiation | |

GROUP COVERAGE

| Group and Voluntary Dental | |
|--------------------------------------|-----------------|
| Groups up to 200 lives | |
| Premium | Commission Rate |
| Any premium | 10% |
| Groups above 200 lives* | |
| Premium | Commission Rate |
| Up to \$10,000 | 10% |
| \$10,001 - \$20,000 | 7.5% |
| \$20,001 - \$50,000 | 5% |
| \$50,001 to \$100,000 | 4% |
| \$100,001 and above | 3% |
| Group and Voluntary Critical Illness | |
| Groups up to 200 lives | |
| Participation* | Commission Rate |
| 21%+ | 20% |
| 11-20% | 15% |
| 0-10% | 10% |
| Groups up to 200 lives | |
| Subject to negotiation | |
| 2-9 Size Groups | |
| Product | Commission Rate |
| Life/AD&D | 10% |
| Voluntary Life/AD&D | 15% |
| STD | 10% |
| LTD | 15% |
| Vision | 5% |
| Dental | 5% |

LifeMapCo.com | 1 (800) 794-5390

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

*The commissions shown above reflect our standard commission schedule in California. Commissions on groups over 200 lives are subject to negotiation.

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. Please refer to your Agent/Agency contract for the most up to date commission rates.