

AP Carrier Comp Grid

Title	AP Contract
Chairman	130
President	125
EVP	120
VP*	115
Executive Legacy Builder	110
Sr. Legacy Builder	105
Legacy Builder	100
Sr. Director	95
Director	90
Sr. Associate	85
Associate	80

NLG		Mutual Trust		F & G		Foresters							Mi
All	Annuity 5%	Horizon	Select Term	IUL	Annuity 8%	Plan Right	Advantage Plus	Advantage Plus (20 Pay)	SMART UL	Term (Med) 10yr	Term (Med) (20-25-	Term (Non-Med) (20-25-30)	FEX
100	90	130	110	110	90	110	80	60	87.5	80	85	100	115
100	89	125	110	110	89	110	80	60	87.5	80	85	100	115
100	88	120	110	105	88	105	80	60	87.5	80	85	100	110
100	87	115	105	100	87	100	80	60	87.5	80	85	100	105
95	86	110	100	95	86	95	80	60	85	80	80	95	100
90	85	105	95	90	85	90	75	55	82.5	75	75	90	95
85	84	100	90	85	84	85	70	50	80	70	70	85	90
80	80	95	85	80	83	80	65	45	77.5	65	65	80	85
75	75	90	80	75	82	75	60	40	75	60	60	75	80
70	70	85	75	70	81	70	55	35	72.5	55	55	70	75
65	65	80	70	65	80	65	50	30	70	50	50	65	70

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ANICO													
Term ART, 10 & 15 yr	Term 20 & 30 yr	Signature GUL	Signature IUL	Signature IUL (Age 70-85)	Signature GUL (Age 70-85)	Exec UL	Exec UL (Age 70-85)	Signature Whole	Signature Whole (Age 70-79)	Signature Whole (Age 80-85)	Limited Pay Whole (18-49)	Limited Pay (50-54)	Limited Pay (55-70)
90	100	100	100	90	90	100	90	100	80	45	100	80	55
90	100	100	100	90	90	100	90	100	80	45	100	80	55
90	100	100	100	90	90	100	90	100	80	45	100	80	55
90	100	100	100	90	90	100	90	100	80	45	100	80	55
90	100	100	100	90	90	100	90	100	80	45	100	80	55
85	95	95	95	85	85	95	85	95	75	45	95	75	50
80	90	90	90	80	80	90	80	90	70	45	90	70	45
75	85	85	85	75	75	85	75	85	65	40	85	65	40
70	80	80	80	70	70	80	70	80	60	35	80	60	35
65	75	75	75	65	65	75	65	75	55	30	75	55	30
60	70	70	70	60	60	70	60	70	50	25	70	50	25

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Mutual of Omaha		National Western		Great Western	
Term life Express	Term Life Answers	Lifetime Returns Select	Lifetime Returns (annuity)	Gauranteed Assurance (non-med)	Assurance Plus (med)
100	100	95	90	100	120
100	100	95	89	100	115
100	100	95	88	100	110
100	100	95	87	100	105
95	95	90	86	100	100
90	90	85	85	95	95
85	85	80	84	90	90
80	80	75	83	85	85
75	75	70	82	80	80
70	70	65	81	75	75
65	65	60	80	70	70

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Cinninnati						AIG	Gaurdian
Life Horizons Term (10yr)	Life Horizon Term (15 yr)	Life Horizon Term (20-25-30)	LifeHorizons Gauranteed WL	LifeHorizons Gauranteed WL (Single Pay) 8%	LifeHorizons Gauranteed WL (10 Pay)	Coming Soon	Coming Soon
80	87.5	95	90	90	50		
80	85	95	90	90	50		
80	85	95	90	90	50		
80	85	95	90	90	50		
80	80	90	90	90	50		
75	75	85	85	85	50		
70	70	80	80	80	45		
65	65	75	75	75	40		
60	60	70	70	70	35		
55	55	65	65	65	30		
50	50	60	60	60	25		