

COMPENSATION *Plan*

Core 5 companies



AMERICAN-AMICABLE
GROUP OF COMPANIES



PROSPERITY
LIFE GROUP



| | DIGNIFIED CHOICE FE | SAFESHIELD TERM | GOLDEN SOLUTIONS | HOME PROTECTION TERM | EZ UL | SOLUTION FINAL EXPENSE | TREND SETTER TERM | LIFETIME WL | NEW VISTA | PRIME TERM | SIMPLE SECURITY PLAN WL |
|-------------------|---------------------|-----------------|------------------|----------------------|-------|------------------------|-------------------|-------------|-----------|------------|-------------------------|
| AGENCY OWNER | 130% | 130% | 130% | 130% | 105% | 130% | 125% | 145% | 130% | 95% | 110% |
| AGENCY MANAGER | 125% | 125% | 125% | 125% | 100% | 125% | 120% | 140% | 125% | 90% | 105% |
| PLATINUM PRODUCER | 120% | 120% | 120% | 120% | 95% | 120% | 115% | 135% | 120% | 85% | 100% |
| GOLD PRODUCER | 115% | 115% | 115% | 115% | 90% | 115% | 110% | 130% | 115% | 80% | 95% |
| SILVER PRODUCER | 110% | 110% | 110% | 110% | 85% | 110% | 105% | 125% | 110% | 75% | 90% |
| BRONZE PRODUCER | 105% | 105% | 105% | 105% | 80% | 105% | 100% | 120% | 105% | 70% | 85% |
| NEW PRODUCER | 100% | 100% | 100% | 100% | 75% | 100% | 95% | 115% | 100% | 65% | 80% |

Secondary companies



| | NEW VANTAGE | ASSURANCE | SPWL | ANNUITY | WHOLE LIFE | WHOLE LIFE | GOLDEN EAGLE FE | HMS125 | EAGLE PREMIER | WHOLE LIFE | SECURE MARK FE | UNIVERSAL LIFE | TERM |
|-------------------|-------------|-----------|-------|---------|------------|------------|-----------------|--------|---------------|------------|----------------|----------------|------|
| AGENCY OWNER | 125% | 130% | 16.5% | 8.5% | 137% | 97% | 110% | 135% | 135% | 130% | 130% | 115% | 110% |
| AGENCY MANAGER | 120% | 125% | 16% | 8% | 130% | 95% | 105% | 130% | 130% | 125% | 125% | 110% | 105% |
| PLATINUM PRODUCER | 115% | 120% | 15% | 7% | 125% | 93% | 100% | 125% | 125% | 120% | 120% | 105% | 100% |
| GOLD PRODUCER | 110% | 115% | 14% | 6.5% | 120% | 89% | 95% | 120% | 120% | 115% | 115% | 100% | 95% |
| SILVER PRODUCER | 105% | 110% | 13% | 6% | 115% | 83% | 90% | 115% | 115% | 110% | 110% | 95% | 90% |
| BRONZE PRODUCER | 100% | 105% | 12% | 5.5% | 107% | 80% | 85% | 110% | 110% | 105% | 105% | 90% | 85% |
| NEW PRODUCER | 95% | 100% | 11% | 5% | 100% | 73% | 80% | 105% | 105% | 100% | 100% | 85% | 80% |

COMPENSATION *Plan*

Secondary companies



Foresters



Mutual of Omaha



ELCO MUTUAL
LIFE & ANNUITY



Lumico



Liberty Bankers Life
Insurance Company

| | PREPARED ACCIDENTAL | ADV PLUS II | STRONG FOUNDATION | PLAN-RIGHT | SMART UNIVERSAL LIFE | BRIGHT FUTURE | TERM LIFE EXPRESS | LIVING PROMISE WL | CHILDREN'S WHOLE LIFE | IULE | ACCIDENTAL DEATH | SILVER EAGLE | PREFERRED | MODIFIED | SIMPLIFIED FE |
|-------------------|---------------------|-------------|-------------------|------------|----------------------|---------------|-------------------|-------------------|-----------------------|------|------------------|--------------|-----------|----------|---------------|
| AGENCY OWNER | 140% | 120% | 145% | 130% | 120% | 120% | 150% | 130% | 110% | 110% | 130% | 115% | 125% | 95% | 130% |
| AGENCY MANAGER | 135% | 115% | 140% | 125% | 115% | 115% | 140% | 125% | 105% | 105% | 125% | 110% | 120% | 90% | 125% |
| PLATINUM PRODUCER | 130% | 110% | 135% | 120% | 110% | 110% | 130% | 120% | 100% | 100% | 120% | 105% | 115% | 85% | 120% |
| GOLD PRODUCER | 125% | 105% | 130% | 115% | 105% | 105% | 120% | 115% | 95% | 95% | 115% | 100% | 110% | 80% | 115% |
| SILVER PRODUCER | 120% | 100% | 125% | 110% | 100% | 100% | 115% | 110% | 90% | 90% | 110% | 95% | 105% | 75% | 110% |
| BRONZE PRODUCER | 115% | 95% | 120% | 105% | 95% | 95% | 110% | 105% | 85% | 85% | 105% | 90% | 100% | 70% | 105% |
| NEW PRODUCER | 110% | 90% | 115% | 100% | 90% | 90% | 100% | 100% | 80% | 80% | 100% | 85% | 95% | 65% | 100% |

Advanced market companies



KANSAS CITY LIFE



National Life Group®



AMERICAN NATIONAL

| | SIGNATURE TERM EXPRESS | TERM LIFE | IUL FLEX LIFE | GUARANTEED UNIVERSAL LIFE |
|-------------------|------------------------|-----------|---------------|---------------------------|
| AGENCY OWNER | 130% | 100% | 95% | 100% |
| AGENCY MANAGER | 125% | 95% | 90% | 95% |
| PLATINUM PRODUCER | 120% | 90% | 85% | 90% |
| GOLD PRODUCER | 115% | 85% | 80% | 85% |
| SILVER PRODUCER | 110% | 80% | 75% | 80% |
| BRONZE PRODUCER | 105% | 75% | 70% | 75% |
| NEW PRODUCER | 100% | 70% | 65% | 70% |

COMPENSATION *Plan*

*Guaranteed
issue
companies*



**HERITAGE
GRADED WL 40-90**



**GUARANTEED
ISSUE 40-80**



**GUARANTEED
ISSUE AGES 50-80**



**GRADED
PLAN 45-85**

| | | | | |
|-------------------|-----|-----|-----|-----|
| AGENCY OWNER | 70% | 70% | 70% | 55% |
| AGENCY MANAGER | 65% | 65% | 65% | 50% |
| PLATINUM PRODUCER | 60% | 60% | 60% | 45% |
| GOLD PRODUCER | 55% | 55% | 55% | 40% |
| SILVER PRODUCER | 50% | 50% | 50% | 35% |
| BRONZE PRODUCER | 45% | 45% | 45% | -- |
| NEW PRODUCER | 40% | 40% | 40% | -- |

*Agency
exclusive*



FE



**GUARANTEED
ISSUE AGES 0-85**



SENIOR WHOLE LIFE

| | | | |
|-------|------|-----|------|
| AGENT | 100% | 50% | 100% |
|-------|------|-----|------|

Partner agencies



Builder **CONTRACTS**

| | | |
|----------------|------------------|----------------------------------|
| AGENCY OWNER | \$200,000 | PRODUCTION FROM TWO SUB AGENCIES |
| AGENCY MANAGER | \$100,000 | AGENCY PRODUCTION |

Producer **CONTRACTS**

| | | |
|----------------|-----------------|---------------------------------|
| PLATINUM AGENT | \$30,000 | PERSONAL PRODUCTION ISSUED PAID |
| GOLD AGENT | \$25,000 | PERSONAL PRODUCTION ISSUED PAID |
| SILVER AGENT | \$20,000 | PERSONAL PRODUCTION ISSUED PAID |
| BRONZE AGENT | \$15,000 | PERSONAL PRODUCTION ISSUED PAID |
| NEW AGENT | \$10,000 | PERSONAL PRODUCTION ISSUED PAID |

To qualify for a new contract level, an agent must hit the required production for **two consecutive** months. Promotional guidelines are at the discretion of the leadership team.

Partner agencies



SUMMIT
Insurance Group



GUARDING YOUR PRESENT & FUTURE