

Commission to Producer - Tier 7					
Product & Description	Year 1	Year 2	Yrs 3-5	Yrs 6-10	Yrs 11+
HeartWise - CT	30.00%	5.00%	5.00%	5.00%	5.00%
HeartWise - CO, FL, MD, MN, ND, SD, WA	50.00%	4.00%	4.00%	2.00%	2.00%
HeartWise - All Other States	55.00%	4.00%	4.00%	4.00%	4.00%
CancerWise Plus - CT	30.00%	5.00%	5.00%	5.00%	5.00%
CancerWise Plus - CO, FL, MD, MN, ND, SD, WA	50.00%	4.00%	4.00%	2.00%	2.00%
CancerWise Plus - All Other States	55.00%	4.00%	4.00%	4.00%	4.00%
HospitalWise - CO, FL, ND, SD, WA	50.00%	4.00%	4.00%	4.00%	4.00%
HospitalWise - MN	50.00%	4.00%	4.00%	2.00%	2.00%
HospitalWise - All Other States	55.00%	8.00%	8.00%	4.00%	4.00%
Critical Illness Direct - \$10,000 Benefit Level	12.00%	12.00%	12.00%	12.00%	12.00%
Critical Illness Direct - All Other Benefit Levels	55.00%	4.00%	4.00%	4.00%	4.00%
CancerWise	55.00%	4.00%	4.00%	4.00%	4.00%
Accident Disability Direct	55.00%	4.00%	4.00%	4.00%	4.00%
Income Protection Direct - \$500 Benefit Level	12.00%	12.00%	12.00%	12.00%	12.00%
Income Protection Direct - All Other Benefit Levels	55.00%	4.00%	4.00%	4.00%	4.00%
Hospital Confinement Direct - \$250 Benefit Level	12.00%	12.00%	12.00%	12.00%	12.00%
Hospital Confinement Direct - All Other Benefit Levels	45.00%	4.00%	4.00%	4.00%	4.00%
Dental Vision Hearing (DVH) - NV	30.00%	2.00%	2.00%	2.00%	2.00%
Dental Vision Hearing (DVH) - CO, FL, MN, SD	35.00%	2.50%	2.50%	2.50%	2.50%
Dental Vision Hearing (DVH) - All Other States	40.00%	4.00%	4.00%	4.00%	4.00%
Dental Premiere & Basic - NV	20.00%	3.00%	3.00%	3.00%	3.00%
Dental Premiere & Basic - All Other States	45.00%	4.00%	4.00%	4.00%	4.00%
Premiere Vision	45.00%	4.00%	4.00%	4.00%	4.00%
Accident Companion	45.00%	4.00%	4.00%	4.00%	4.00%
Accident Direct	45.00%	4.00%	4.00%	4.00%	4.00%
Critical Accident	45.00%	4.00%	4.00%	4.00%	4.00%
ProtectFit Plus	45.00%	4.00%	4.00%	4.00%	4.00%
Fixed Indemnity	21.00%	3.00%	3.00%	3.00%	3.00%
Metal Gap	21.00%	3.00%	3.00%	3.00%	3.00%
Wellness Products - Discount Services	25.00%	25.00%	25.00%	25.00%	25.00%
Wellness Products - Medical Assistance	25.00%	25.00%	25.00%	25.00%	25.00%
Wellness Products - ID Theft Protection	25.00%	25.00%	25.00%	25.00%	25.00%