



2021 Commission Schedule

Carrier	Type	Product Name	TBA Advisor
Allianz	IUL & SIUL	Pro+ Advantage Option A	95%
American General	20 - 35 YLT	AG ROP Select-A-Term 20-30 yr	85%
American General	IUL & GUL	Max Accumulator, Value + & Secure Lifetime	75%
American General	10 YLT	Select-A-Term 10 yr	60%
American General	15 YLT	Select-A-Term 15 yr	80%
American General	16 YLT	Select-A-Term 16 yr	81%
American General	17 YLT	Select-A-Term 17 yr	82%
American General	18 YLT	Select-A-Term 18 yr	83%
American General	19 YLT	Select-A-Term 19 yr	84%
American General	20-35 YLT	Select-A-Term 20-30 yr	85%
American National	10 YLT	ANICO Signature Term - 10YT	75%
American National	15 YLT	ANICO Signature Term - 15YT	80%
American National	20 - 30 YLT	ANICO Signature Term - 20YT & 30YT	85%
American National	GUL	Signature GUL	80%
Banner	UL	Life Step UL - Conversions	10%
Banner	10 YLT	OPTerm 10	65%
Banner	15 YLT	OPTerm 15	75%
Banner	20 - 40 YLT	OPTerm 20 - 40	80%
Cincinnati Life	WL	LifeHorizons Guaranteed WL Level-Pay	75%
Cincinnati Life	UL	Lifesetter & Simplicity UL	80%
Cincinnati Life	10 YLT	Termsetter 10YT	65%
Cincinnati Life	15 YLT	Termsetter 15YT	72%
Cincinnati Life	20 - 30 YLT	Termsetter 20 - 30 YLT	80%
Cincinnati Life	20 - 30 YLT	Termsetter ROP	80%
Equitable	UL	BrightLife Grow Series 159	80%
Equitable	10 YLT	BrightLife Term 10 160	70%
Equitable	15 YLT	BrightLife Term 15 160	80%
Equitable	20 YLT	BrightLife Term 20 160	90%
Equitable	IUL	IUL Protect (160)	70%
John Hancock	IUL	Accumulation & Protection	80%
John Hancock	10 YLT	JH Term 10	65%
John Hancock	15 YLT	JH Term 15	75%
John Hancock	20 YLT	JH Term 20	80%
John Hancock	SUL	Protection & Protection SIUL	80%
Lincoln Financial	10 YLT	Lincoln LifeElements 10 Level Term	70%
Lincoln Financial	15 YLT	Lincoln LifeElements 15 Level Term	80%
Lincoln Financial	20 - 30 YLT	Lincoln LifeElements 20 & 30 Level Term	90%
Lincoln Financial	UL & SUL	Lincoln LifeGuarantee UL & SUL	80%
Lincoln Financial	UL	MoneyGuard III	8%
Lincoln Financial	IUL	WealthPreserve, Wealth Accumulate & Conversion UL	80%



2021 Commission Schedule

Carrier	Type	Product Name	TBA Advisor
MassMutual	10 YLT	Vantage Term 10	42%
MassMutual	15 YLT	Vantage Term 15	45%
MassMutual	20 - 30 YLT	Vantage Term 20, 25 & 30	45%
MassMutual	GUL	GUL Guard6	55%
MassMutual	SUL	SUL Guard6	55%
MassMutual	WL	Legacy 10 Pay (LP-10)	30%
MassMutual	WL	Legacy 100	55%
Nationwide	UL	Care Matters	8%
Nationwide	IUL	IUL Accumulator II	75%
Nationwide	IUL	IUL Protector II	75%
Nationwide	UL	No Lapse Guarantee UL2	75%
Nationwide	UL	YourLife Current Assumption UL	75%
Nationwide	10 - 30 YLT	YourLife Guaranteed Level 10 - 30 yr Term	75%
Nationwide	SUL	YourLife SUL II	75%
New York Life	All	All Products	55%
One America	WL	Asset Care 10 pay	45%
One America	WL	Asset Care 20 pay	70%
One America	WL	Asset Care 5 pay	25%
One America	WL	Asset Care Pay to 95	80%
One America	WL	Asset Care Single Premium	8%
One America	WL	Asset Care Whole Life	50%
Pacific Life	10 YLT	Promise Term 10	70%
Pacific Life	15 YLT	Promise Term 15	80%
Pacific Life	20 - 30 YLT	Promise Term 20, 25 & 30	90%
Pacific Life	GUL	Promise GUL	80%
Principal	10 YLT	10 Year	80%
Principal	15 YLT	15 Year	80%
Principal	20 YLT	20 Year	80%
Principal	30 YLT	30 Year	80%
Principal	UL, IUL & SUL	All Plans	80%
Protective	UL	Advantage, Legacy, Assurance and ProClassic	85%
Protective	10 YLT	Protective Custom & Classic Choice T-10	65%
Protective	15 YLT	Protective Custom & Classic Choice T-15	75%
Protective	20 - 40 YLT	Protective Custom & Classic Choice T-20-30	80%
Protective	IUL	Protective Indexed Choice UL	85%
Protective	SUL	Protective Survivor UL	85%
Prudential	IUL	PruLife Index Advantage UL	80%
Prudential	SUL	PruLife SUL Protector	80%
Prudential	SIUL	PruLife Survivorship Index UL	80%
Prudential	VUL	Protector & Custom Premier	80%



2021 Commission Schedule

Carrier	Type	Product Name	TBA Advisor
Prudential	UL	PruLife Founders Plus & Essential	80%
Prudential	10 YLT	Term Essential 10	75%
Prudential	15 YLT	Term Essential 15	75%
Prudential	20 YLT	Term Essential 20	75%
Prudential	30 YLT	Term Essential 30	75%
SBLI	WL	Continuous Pay WL	65%
SBLI	10 YLT	Level Term T-10	65%
SBLI	15 YLT	Level Term T-15	75%
SBLI	20 - 30 YLT	Level Term T-20 & T-30	80%
Securian - Minnesota Life	10 YLT	Advantage Elite Select 10	65%
Securian - Minnesota Life	15 YLT	Advantage Elite Select 15	75%
Securian - Minnesota Life	20 - 30 YLT	Advantage Elite Select 20 & 30	85%
Securian - Minnesota Life	IUL & SIUL	Eclipse, Omega, Orion IUL	80%
Securian - Minnesota Life	WL	Secure Accumulator & Protector Whole Life	80%
Securian - Minnesota Life	UL	SecureCare	6%
Symetra	SUL	Survivorship UL - G	75%
Symetra	10 YLT	Symetra 10 Year Term Life	75%
Symetra	15 YLT	Symetra 15 Year Term Life	75%
Symetra	20 - 30 YLT	Symetra 20 & 30 Year Term Life	90%
Symetra	IUL	Symetra Accumulator IUL	75%
Symetra	IUL	Symetra Protector IUL	75%
Transamerica	IUL	Financial Foundation IUL	80%
Transamerica	10 YLT	Trendsetter Super 10	75%
Transamerica	15 YLT	Trendsetter Super 15	80%
Transamerica	20 YLT	Trendsetter Super 20	85%
Transamerica	25 YLT	Trendsetter Super 25	85%
Transamerica	30 YLT	Trendsetter Super 30	85%
United of Omaha	IUL	Life Protection & Income Advantage	70%
United of Omaha	10 YLT	Term Life Answers 10	65%
United of Omaha	15 YLT	Term Life Answers 15	75%
United of Omaha	20 - 30 YLT	Term Life Answers 20 - 30	85%
Zurich	IUL	Zurich Accumulation, Protection, Select & Value Index UL	80%
Zurich	UL	Zurich Guaranteed Death Benefit UL	70%
Zurich	SIUL	Zurich Survivor Index UL	80%
Zurich	10 YLT	Zurich Term - 10 Year	70%
Zurich	15 YLT	Zurich Term - 15 Year	75%
Zurich	20 YLT	Zurich Term - 20 Year	80%