



Agent Comp Grid by Carrier and Product

Commission schedules and grids vary from carrier to carrier and are based on specific products. Comp level % may also be subject to specific carrier guideline criteria requiring proof of production. Agents are responsible for checking their own commission schedule with each carrier.

Rev. 4/21/2022
Not all products are listed.

Monthly Annual Premium
Production Requirement

Agent Levels

| | |
|-------------------------------|-------------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Mutual of Omaha
Living Promise Level
age 45-80 / 81-85 renewal

| | |
|------------|-----|
| 145 / 100 | 9.5 |
| 140 / 97.5 | 9.0 |
| 135 / 95 | 7.0 |
| 130 / 90 | 6.5 |
| 125 / 85 | 6.0 |
| 120 / 80 | 5.5 |
| 115 / 75 | 5.0 |
| 110 / 70 | 4.5 |
| 105 / 65 | 4.0 |
| 100 / 60 | 3.5 |

Mutual of Omaha
Living Promise Graded
age 45 / 80 renewal

| | |
|------|-------------|
| 92.5 | No Renewals |
| 90 | |
| 87.5 | |
| 86.5 | |
| 85 | |
| 82.5 | |
| 80 | |
| 77.5 | |
| 75 | |
| 72.5 | |

Monthly Annual Premium
Production Requirement

Agent Levels

| | |
|-------------------------------|-------------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Mutual of Omaha
Term Life Express
15-30yr / 10yr term

| | |
|-----------|-------------|
| 145 / 125 | No Renewals |
| 140 / 120 | |
| 135 / 115 | |
| 130 / 110 | |
| 125 / 105 | |
| 120 / 100 | |
| 115 / 95 | |
| 110 / 90 | |
| 105 / 85 | |
| 100 / 80 | |

Mutual of Omaha
IUL Express
1 yr. renewal excess of target

| | |
|-----|------|
| 125 | 3.75 |
| 120 | 3.50 |
| 115 | 3.25 |
| 110 | 3.00 |
| 105 | 2.75 |
| 100 | 2.50 |
| 95 | 2.00 |
| 90 | 1.50 |
| 85 | 1.50 |
| 80 | 1.50 |

Monthly Annual Premium
Production Requirement

Agent Levels

| | |
|-------------------------------|-------------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Mutual of Omaha
Children's Whole Life

| | |
|-----|-------------|
| 120 | No Renewals |
| 115 | |
| 110 | |
| 105 | |
| 100 | |
| 95 | |
| 90 | |
| 85 | |
| 80 | |
| 75 | |



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Not all products are listed.

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Transamerica
Final Expense all ages %
level / 10pay / graded / renewal

| | |
|----------------|-------------|
| 145 / 125 / 98 | 4.7/1.0/5.0 |
| 140 / 125 / 95 | 4.5/.75/4.5 |
| 135 / 118 / 88 | 4.2/.75/4.0 |
| 130 / 115 / 86 | 4.0/.50/4.0 |
| 125 / 113 / 83 | 3.7/.50/3.5 |
| 120 / 108 / 78 | 3.5/.50/3.0 |
| 115 / 103 / 73 | 3.2/.50/2.0 |
| 110 / 98 / 68 | 3.0/.50/1.0 |
| 105 / 93 / 63 | 3.0/.50/1.0 |
| 100 / 93 / 58 | 2.7/0.0/1.0 |

Transamerica
Trendsetter Term 20+ %
super / LB / renewals

| | |
|-----------|-------------|
| 120 / 130 | No Renewals |
| 117 / 127 | |
| 115 / 125 | |
| 110 / 120 | |
| 105 / 115 | |
| 100 / 110 | |
| 95 / 105 | |
| 92 / 102 | |
| 90 / 100 | |
| 85 / 95 | |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Transamerica
Lifetime Whole Life
1st yr. Renewals

| | |
|-----|-----|
| 160 | 4.0 |
| 155 | 4.0 |
| 150 | 4.0 |
| 145 | 3.0 |
| 140 | 2.0 |
| 135 | 2.0 |
| 125 | 2.0 |
| 115 | 2.0 |
| 110 | 2.0 |
| 105 | 2.0 |

Transamerica
FFIUL
1st yr. Renewals

| | |
|-----|-----|
| 130 | 3.0 |
| 120 | 3.0 |
| 110 | 3.0 |
| 105 | 1.5 |
| 100 | 1.5 |
| 95 | 1.5 |
| 90 | 1.5 |
| 85 | 1.5 |
| 80 | 1.5 |
| 75 | 1.5 |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

American Amicable
Senior/Family Choice
ages 0-79 / 80-85 renewal

| | |
|-----------|------|
| 140 / 105 | 9.25 |
| 135 / 100 | 9.00 |
| 130 / 95 | 8.50 |
| 125 / 90 | 8.00 |
| 120 / 85 | 7.00 |
| 115 / 80 | 7.00 |
| 110 / 75 | 6.50 |
| 105 / 70 | 5.75 |
| 100 / 65 | 5.25 |
| 95 / 60 | 4.75 |

American Amicable
Home Protector
1st yr. renewal

| | |
|-----|-------------|
| 135 | No Renewals |
| 130 | |
| 125 | |
| 120 | |
| 115 | |
| 110 | |
| 105 | |
| 100 | |
| 95 | |
| 90 | |



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Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

CVS aetna
Accendo final expense
age 40-89 / modified renewal

| | |
|-----------|------|
| 144 / 134 | 8.50 |
| 137 / 127 | 8.25 |
| 137 / 127 | 8.25 |
| 130 / 120 | 8.00 |
| 125 / 115 | 7.75 |
| 120 / 110 | 7.50 |
| 115 / 105 | 7.00 |
| 107 / 97 | 6.50 |
| 107 / 97 | 6.50 |
| 100 / 90 | 6.00 |

Liberty Bankers Life
Final Expense
level/modified renewal

| | |
|------------|-----|
| 140 / 89.5 | 9.0 |
| 135 / 88 | 6.5 |
| 130 / 88 | 6.0 |
| 125 / 87.5 | 6.0 |
| 120 / 85 | 6.0 |
| 115 / 80 | 5.5 |
| 110 / 77.5 | 5.0 |
| 105 / 75 | 4.5 |
| 100 / 70 | 4.0 |
| 95 / 67.5 | 3.5 |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Americo
Eagle Premier Level
age 50-59 / 60-80 / 81-85 Renewal

| | |
|-----------------|------|
| 130 / 145 / 130 | 4.50 |
| 125 / 140 / 125 | 4.25 |
| 120 / 135 / 130 | 4.00 |
| 115 / 130 / 125 | 3.75 |
| 110 / 125 / 120 | 3.50 |
| 105 / 120 / 115 | 3.25 |
| 100 / 115 / 110 | 3.00 |
| 95 / 110 / 105 | 2.75 |
| 90 / 105 / 100 | 2.50 |
| 85 / 100 / 95 | 2.25 |

Americo
HMS Home Mgt Series
1st yr. No Renewals

| |
|-----|
| 135 |
| 130 |
| 125 |
| 120 |
| 115 |
| 110 |
| 105 |
| 100 |
| 95 |
| 90 |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Royal Neighbors
Level Final Expense
age 50-75 / 76-80 / 81-85 renewal

| | |
|-----------------|-----------|
| 140 / 125 / 105 | 8.2 / 6.0 |
| 135 / 120 / 100 | 8.0 / 6.0 |
| 130 / 115 / 95 | 7.7 / 5.5 |
| 125 / 110 / 90 | 7.5 / 5.5 |
| 120 / 105 / 85 | 7.2 / 5.2 |
| 115 / 100 / 80 | 7.0 / 5.0 |
| 110 / 95 / 75 | 6.5 / 4.5 |
| 105 / 90 / 70 | 6.0 / 4.0 |
| 100 / 85 / 65 | 4.7 / 3.7 |
| 95 / 80 / 60 | 4.2 / 3.2 |

CFG
Final Expense level Elite
age 0-80 / 81-85 renewal

| | |
|-----------|-------------|
| 140 / 110 | 9.75 / 7.75 |
| 135 / 105 | 9.50 / 7.50 |
| 130 / 100 | 9.00 / 7.00 |
| 125 / 95 | 8.50 / 6.50 |
| 120 / 90 | 8.00 / 6.00 |
| 115 / 85 | 7.50 / 5.50 |
| 110 / 80 | 7.00 / 5.00 |
| 105 / 75 | 6.50 / 4.50 |
| 100 / 70 | 6.00 / 4.00 |
| 95 / 65 | 5.50 / 3.50 |



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Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
| 145 Executive VP | 650K |
| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Foresters
 Plan Right Final Expense
 ages50-80 / 81-85 Renewals

| | |
|-----------|-------------|
| 140 / 110 | 8.50 / 4.75 |
| 135 / 105 | 8.25 / 4.5 |
| 130 / 100 | 7.75 / 4.0 |
| 125 / 95 | 7.25 / 3.75 |
| 120 / 90 | 6.75 / 3.50 |
| 115 / 85 | 6.25 / 3.25 |
| 110 / 80 | 5.75 / 3.00 |
| 105 / 75 | 5.25 / 2.75 |
| 100 / 70 | 4.75 / 2.50 |
| 95 / 65 | 4.25 / 2.25 |

Foresters
 Strong Foundation Mgt Term
 15-30 term No Renewals

| |
|-----|
| 140 |
| 135 |
| 130 |
| 125 |
| 120 |
| 115 |
| 110 |
| 105 |
| 100 |
| 95 |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
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| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Prosperity
 New Vista Final Expense
 all issue ages Renewals

| | |
|-----|------|
| 145 | 8.00 |
| 140 | 7.75 |
| 135 | 7.50 |
| 130 | 7.25 |
| 125 | 7.00 |
| 120 | 6.75 |
| 115 | 6.50 |
| 110 | 6.25 |
| 105 | 6.00 |
| 100 | 5.75 |

Prosperity
 Prime Term 100
 all issue ages Renewals

| | |
|-----|------|
| 115 | 8.75 |
| 110 | 8.50 |
| 105 | 8.00 |
| 105 | 8.00 |
| 100 | 7.00 |
| 100 | 7.00 |
| 95 | 5.00 |
| 95 | 5.00 |
| 90 | 4.00 |
| 90 | 4.00 |

Monthly Annual Premium Production Requirement

Agent Levels

| | |
|------------------------|------|
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| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Aflac
 Final Expense
 Level Modified Renewals

| | |
|-----------|------|
| 144 / 131 | 4.75 |
| 137 / 124 | 4.50 |
| 130 / 117 | 4.25 |
| 123 / 110 | 4.00 |
| 118 / 105 | 3.50 |
| 113 / 100 | 3.00 |
| 108 / 95 | 2.50 |
| 100 / 90 | 2.25 |
| 93 / 85 | 2.00 |
| 85 / 80 | 1.75 |

Great Western FE
 Final Expense
 Level Graded Renewals

| | |
|-----------|------|
| 145 / 105 | 7.30 |
| 140 / 100 | 7.00 |
| 135 / 95 | 6.00 |
| 130 / 90 | 5.30 |
| 125 / 85 | 5.00 |
| 120 / 80 | 4.65 |
| 115 / 75 | 4.30 |
| 110 / 70 | 4.00 |
| 105 / 65 | 3.65 |
| 100 / 60 | 3.30 |



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| | |
|-------------------------------|-------------|
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| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

Guarantee Issue

GW / Gerber / AIG Renewals

| | |
|--------------|-----------------|
| 85 / 75 / 75 | 5.3 / 4.5 / 0.0 |
| 80 / 70 / 70 | 5.0 / 4.2 / |
| 75 / 65 / 65 | 4.6 / 4.0 / |
| 70 / 60 / 60 | 4.3 / 4.0 / |
| 65 / 55 / 55 | 4.0 / 4.0 / |
| 60 / 55 / 55 | 3.6 / 4.0 / |
| 55 / 50 / 50 | 3.3 / 4.0 / |
| 50 / 50 / 50 | 3.0 / 4.0 / |
| 50 / 50 / 50 | 3.0 / 4.0 / |
| 50 / 50 / 50 | 3.0 / 4.0 / |

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Agent Levels

| | |
|-------------------------------|-------------|
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| 140 Regional VP | 450K |
| 135 Sr Agency Director | 250K |
| 130 Agency Director | 150K |
| 125 Sr Agency Mgr | 75K |
| 120 Agency Mgr | 50K |
| 115 Exec Agent | 20K |
| 110 Sr Agent | 15K |
| 105 Junior Agent | 8K |
| 100 Agent Trainee | 3K |

F&G Life Annuities

Accel+10 Accum+10

| | |
|-----|-----|
| 8.5 | 8.0 |
| 8.0 | 7.5 |
| 7.5 | 7.0 |
| 7.0 | 6.5 |
| 7.0 | 6.5 |
| 6.5 | 6.0 |
| 6.0 | 5.5 |
| 5.5 | 5.0 |
| 5.0 | 4.5 |
| 5.0 | 4.5 |

F&G Life IUL's

Pathsetter Everlast

| | |
|----------|----------|
| 115/3.50 | 110/3.50 |
| 110/3.25 | 105/3.25 |
| 105/3.00 | 100/3.00 |
| 100/2.75 | 95/2.75 |
| 95/2.50 | 90/2.50 |
| 90/2.25 | 85/2.25 |
| 85/2.00 | 80/2.00 |
| 80/1.75 | 75/1.75 |
| 75/1.50 | 70/ 1.50 |
| 70/1.25 | 65/1.25 |