













### Smart Choice - First Year Commission Grid

		Rohrer 90	Rohrer 100	Rohrer 110	Rohrer 120	Rohrer 130	Rohrer 140	Rohrer 150
	Term 10	40.0%	45.0%	50.0%	55.0%	60.0%	65.0%	70.0%
	Term 15	60.0%	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%
	Term 20, 25, 30, 35	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%	95.0%
	Universal Life	55.0%	60.0%	65.0%	70.0%	75.0%	80.0%	85.0%
	Term 10	50.0%	55.0%	60.0%	65.0%	70.0%	75.0%	80.0%
	Term 15	60.0%	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%
	Term 20, 35, 30, 35, 40	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%	95.0%
	Life Step UL	45.0%	50.0%	55.0%	60.0%	65.0%	70.0%	75.0%
<b>BESTOW</b>	Term 10, 15	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%	50.0%
	Term 20, 25, 30	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%	65.0%
	Term 10	50.0%	55.0%	60.0%	65.0%	70.0%	80.0%	80.0%
	Term 15	57.5%	62.5%	67.5%	72.5%	77.5%	87.5%	87.5%
	Term 20, 25, 30	65.0%	70.0%	75.0%	80.0%	85.0%	95.0%	95.0%
	Whole Life	50.0%	65.0%	70.0%	75.0%	80.0%	90.0%	90.0%
	Universal Life	55.0%	70.0%	75.0%	80.0%	85.0%	95.0%	95.0%
	Guaranteed Issue WL	45.0%	50.0%	55.0%	60.0%	65.0%	70.0%	75.0%
	Guaranteed Assurance WL	45.0%	50.0%	55.0%	60.0%	65.0%	70.0%	75.0%
	Plan Right Whole Life (Ages 50-80)	70.0%	75.0%	80.0%	85.0%	90.0%	95.0%	100.0%
	Plan Right Whole Life (Ages 81-85)	40.0%	45.0%	50.0%	55.0%	60.0%	65.0%	70.0%
	Term Life Express 10	85.0%	90.0%	95.0%	100.0%	105.0%	110.0%	115.0%
	Term Life Express 15, 20, 30	105.0%	110.0%	115.0%	120.0%	125.0%	130.0%	135.0%
	Whole Life - Final Expense	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%	95.0%



		Rohrer 90	Rohrer 100	Rohrer 110	Rohrer 120	Rohrer 130	Rohrer 140	Rohrer 150
	Term 10	57.5%	60.0%	65.0%	70.0%	75.0%	80.0%	85.0%
	Term 15	62.5%	65.0%	70.0%	75.0%	80.0%	85.0%	90.0%
	Term 20, 30	80.0%	85.0%	90.0%	95.0%	100.0%	105.0%	110.0%
	Guaranteed Universal Life	75.0%	80.0%	85.0%	90.0%	95.0%	100.0%	105.0%
	Accumulation IUL	80.0%	85.0%	90.0%	95.0%	100.0%	105.0%	110.0%
	Protection IUL	75.0%	80.0%	85.0%	90.0%	95.0%	100.0%	105.0%
	Simplified Issue Whole Life	70.0%	70.0%	70.0%	70.0%	75.0%	80.0%	85.0%
	Guaranteed Issue Whole Life	30.0%	30.0%	30.0%	30.0%	35.0%	40.0%	45.0%
	Immediate Solution - Final Expense	55.0%	60.0%	65.0%	70.0%	75.0%	80.0%	85.0%

\*Tiered Level Compensation Detail on Life Products; Effective 1/1/22 - Subject to change without notice.

\*This Spreadsheet Is Intended for Use as a Guide - Contains Non-Public Information

\*Always Refer to Published Carrier Comp Schedule