



SCHEDULE OF PRODUCER'S COMMISSIONS

L-2194 WA Regular Schedule

Your compensation shall consist of commissions on premiums paid in cash on policies issued by us on applications obtained by you subject to our approval at the rates shown below. See notes on product rate cards for further commission information.

Term Products

	First Year Commissions
Impact Term Series	
Impact 10	70
Impact 15	75
Impact 20	85
Impact 30	90

Universal Life Products

	First Year Commissions	Renewal/Excess Commissions Years 2-10*
Custom TermUL sm	90	2/2
Custom Accumulator sm	90	2.5/2.5
Custom Extra sm	90	2.5/2.5
Custom Guarantee sm	95	2.5/2.5
Legacy Optimizer sm	8.5	0

NOTES:

*Years 2-7 on Custom Extra.

Excess commissions apply only to Custom Series products. Excess commissions are paid in the first year and in the years that renewals are paid.

Policy fees are fully commissionable on Impact Term Series.

Policy forms: Impact Term 10, 15, 20, and 30 – LS125A; Custom Term UL – LS120A; Custom Accumulator – LS138A; Custom Extra – LS137A; Custom Guarantee – LS139A; Legacy Optimizer – LS133A, or state variations.

For complete commission information, please refer to the Producer's InfoNet at www.nacolah.com.

FOR AGENT USE ONLY. NOT INTENDED FOR CONSUMER SOLICITATION PURPOSES.