

NORTH COAST LIFE COMMISSION SUMMARY



Product	General Agent		Sub-General Agent						Associate General Agent	Special Agent	Agent					
			Level 1		Level 2		Level 3									
VERSATILE LIFE																
VIP-LP-1	17.5/---		16.5/---		15.0/---		14.0/---		12.5/---		12.0/---		11.0/---			
VIP-LP-3	55.0/7.5-6.0		50.0/7.0-5.5		48.0/6.5-5.0		45.0/6.0-4.5		40.0/5.0-4.5		37.0/4.0		34.0/4.0			
VIP-LP-5	88.0/7.5-6.0		80.0/7.0-5.5		76.0/6.5-5.0		72.0/6.0-4.5		63.0/5.0-4.5		59.0/4.0		55.0/4.0			
VIP-LP-7	90.0/7.5-6.0		85.0/7.0-5.5		80.0/6.5-5.0		76.0/6.0-4.5		67.0/5.0-4/5		63.0/4.0		58.0/4.0			
VIP-LP-10	92.0/7.5-6.0		89.5/7.0-5/5		85.0/6.5-5.0		80.0/6.0-4.5		70.0/5.0-4.5		66.0/4.0		61.0/4.0			
VIP-LP-15	100.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
VIP-JL-LP-15	100.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
VIP-LP-20	104.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
VIP-OL	106.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
VIP-IB	104.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
VIP-TG	100.0/7.5-6.0		95.0/7.0-5.5		90.0/6.5-5.0		85.0/6.0-4.5		75.0/5.0-4.5		70.0/4.0		65.0/4.0			
SPECIAL																
VIP-LP6	80.0/	6.0	73.0/	5.0	69.0/	5.0	65.0/	4.5	58.0/	3.5	54.0/	3.5	50.0/	3.5		
VIP-LP11	85.0/	6.0	78.0/	5.0	74.0/	5.0	70.0/	4.5	61.0/	3.5	57.0/	3.5	53.0/	3.5		
WL-1, WL-IV AND WL-GB	95.0/	6.0	90.0/	5.5	85.0/	5.0	80.0/	4.5	70.0/	4.0	65.0/	4.0	60.0/	4.0		
TERM																
ART	(\$50,000 to \$499,999)		50.0/ 4.0		47.0/ 3.5		44.0/ 3.0		41.0/ 3.0		36.0/ 2.5		33.0/ 2.5		27.0 2.5	
	(\$500,000 and above)		40.0/ 4.0		35.0/ 3.5		35.0/ 3.0		33.0/ 3.0		29.0/ 2.5		27.0/ 2.5		21.0/ 2.5	
5YT	(\$50,000 to \$499,999)		55.0/ 4.0		52.0/ 3.5		48.0/ 3.0		45.0/ 3.0		38.0 2.5		34.0/ 2.5		30.0/ 2.5	
	(\$500,000 and above)		45.0/ 4.0		42.0/ 3.5		39.0/ 3.0		36.0/ 3.0		31.0 2.5		28.0 2.5		23.0/ 2.5	
10YT	(\$50,000 to \$499,999)		65.0/ 4.0		52.0/ 3.5		57.0/ 3.0		54.0/ 3.0		47.0/ 2.5		43.0/ 2.5		39.0/ 2.5	
	(\$500,000 and above)		50.0/ 4.0		47.0/ 3.5		44.0/ 3.0		41.0/ 3.0		36.0/ 2.5		33.0/ 2.5		27.0/ 2.5	
15YT	(\$50,000 to \$499,999)		75.0/ 4.0		69.0/ 3.5		66.0/ 3.0		63.0/ 3.0		56.0/ 2.5		52.0/ 2.5		48.0/ 2.5	
	(\$500,000 and above)		55.0 4.0		52.0/ 3.5		48.0/ 3.0		45.0/ 3.0		38.0/ 2.5		34.0/ 2.5		30.0/ 2.5	
20YT	(\$50,000 to \$499,999)		85.0/ 4.0		78.0/ 3.5		74.0/ 3.0		70.0/ 3.0		61.0/ 2.5		57.0/ 2.5		53.0/ 2.5	
	(\$500,000 and above)		60.0/ 4.0		56.0/ 3.5		52.0/ 3.0		49.0/ 3.0		42.0/ 2.5		38.0/ 2.5		33.0/ 2.5	
ANNUITIES																
FPDA NQ (0-69)	8.0/*	5.0	7.5/*	4.75	7.0/*	4.5	6.7/*	4.25	6.1/*	3.75	5.8/*	3.5	5.5/*	3.25		
FPDA NQ (70 and above)	4.0/	4.0	3.75/	3.75	3.5/	3.5	3.3/	3.3	2.9/	2.9	2.7/	2.7	2.5/	2.5		
	*1st \$5,000 6% above		*1st \$5,000 5.75%		*1st \$5,000 5.5%		*1st \$5,000 5.3%		*1st \$5,000 4.9%		*1st \$5,000 4.7%		*1st \$5,000 4.5%			
SPDA-BIR	5.0/	4.0	4.8/	3.8	4.6/	3.6	4.4/	3.4	4.0/	3.0	3.8/	2.8	3.6/	2.6		
	To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 7070-85		To age 70 70-85			
SPDA-MVA	2.5/	1.5	2.4/	1.4	2.3/	1.3	2.2/	1.2	2.0/	1.05	1.9/	1.1	1.8/	.95		
	To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 70 70-85		To age 7070-85		To age 70 70-85			
SPIA	4.0		3.75		3.5		3.25		2.75		2.5		2.25			