

| ASSURANT | | | | |
|--------------------------|------------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| ACCIDENT | All Lives | N/A | 20.00% | 20.00% |
| CANCER | All Lives | | 20.00% | 20.00% |
| CRITICAL ILLNESS | All Lives | | 20.00% | 20.00% |
| VOLUNTARY STD | All Lives | | 20.00% | 20.00% |
| VOLUNTARY LTD | All Lives | | 15.00% | 15.00% |
| VOLUNTARY LIFE | All Lives | | 15.00% | 15.00% |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

The schedule shown above is provided by the carrier and is subject to revision as necessary.

| GUARDIAN | | | | |
|--------------------------|------------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| ACCIDENT | Level 1 | N/A | 15.00% | 15.00% |
| | Level 2 | | 20.00% | 20.00% |
| CANCER | Level 1 | | 15.00% | 15.00% |
| | Level 2 | | 20.00% | 20.00% |
| CRITICAL ILLNESS | Level 1 | | 15.00% | 15.00% |
| | Level 2 | | 20.00% | 20.00% |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

The schedule shown above is provided by the carrier and is subject to revision as necessary.

| HUMANA | | | | |
|--------------------------|------------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| STANDARD COMMISSIONS | | | | |
| ACCIDENT | 2-50 | N/A | 10.00% | 10.00% |
| | 51-299 | | 15.00% | 15.00% |
| | 300+ | | 20.00% | 20.00% |
| CANCER | 2-50 | | 10.00% | 10.00% |
| | 51-299 | | 15.00% | 15.00% |
| | 300+ | | 20.00% | 20.00% |
| CRITICAL ILLNESS | 2-50 | | 10.00% | 10.00% |
| | 51-299 | | 15.00% | 15.00% |
| | 300+ | | 20.00% | 20.00% |
| SUPPLEMENTAL HEALTH | 2-50 | | 10.00% | 10.00% |
| | 51-299 | | 15.00% | 15.00% |
| | 300+ | | 20.00% | 20.00% |
| TERM LIFE | 2-50 | | 10.00% | 10.00% |
| | 51-299 | | 15.00% | 15.00% |
| | 300+ | | 20.00% | 20.00% |
| WHOLE LIFE | 2-50 | 10.00% | 10.00% | |
| | 51-299 | 15.00% | 15.00% | |
| | 300+ | 20.00% | 20.00% | |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

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| JOHN HANCOCK | | | | |
|---|------------|----------------|--------------------|--------------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| CUSTOM CARE - NON DISCOUNTED W/O 8 HOURS TRAINING | N/A | N/A | 55.00% | 6.00% 2-10 years; 1.0% 11+ years |
| CUSTOM CARE - GROUP & FAMILY DISCOUNTED W/O 8 HOURS TRAINING | | | 52.50% | 3.50% 2-10 years; 0.% 11+ years |
| CUSTOM CARE - NON DISCOUNTED W/ 8 HOURS TRAINING | | | 60.00% | 8.00% 2-10 years; 3.00% 11+ years |
| CUSTOM CARE - GROUP & FAMILY DISCOUNTED W/ 8 HOURS TRAINING | | | 57.50% | 5.50% 2-10 years; .50% 11+ years |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

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| RELIANCE STANDARD | | | | |
|--------------------------|------------|----------------|--------------------|------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| ACCIDENT | N/A | N/A | 20.00% | 20.00% |
| CRITICAL ILLNESS | | | 20.00% | 20.00% |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

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| PRINCIPAL FINANCIAL GROUP | | | | | |
|---------------------------|------------------|-----------------------|-----------------------|------------------------------|---------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal | |
| LIFE | All Lives | First \$5,000 | 10.00% | 10.00% | |
| | | Next \$5,000 | 8.00% | 8.00% | |
| | | Next \$15,000 | 6.00% | 6.00% | |
| | | Next \$25,000 | 4.00% | 4.00% | |
| | | Next \$100,000 | 3.00% | 3.00% | |
| | | Next \$350,000 | 2.50% | 2.50% | |
| | | Excess over \$500,000 | 1.60% | 1.60% | |
| VOLUNTARY TERM LIFE | | Participation | Less than 30% | 12.50% | 12.50% |
| | | | 30% - 39.9% | 15.00% | 15.00% |
| | | | 40% or more | 17.50% | 17.50% |
| | | | First \$5,000 | 10.00% | 10.00% |
| STD | | All Lives | Next \$5,000 | 8.00% | 8.00% |
| | | | Next \$15,000 | 6.00% | 6.00% |
| | | | Next \$25,000 | 4.00% | 4.00% |
| | | | Next \$100,000 | 3.00% | 3.00% |
| | | | Next \$350,000 | 2.50% | 2.50% |
| | | | Excess over \$500,000 | 1.60% | 1.60% |
| | | | DENTAL | All Lives | First \$5,000 |
| Next \$5,000 | | 8.00% | | | 8.00% |
| Next \$15,000 | | 6.00% | | | 6.00% |
| Next \$25,000 | | 4.00% | | | 4.00% |
| Next \$100,000 | 3.00% | 3.00% | | | |
| Next \$350,000 | 2.50% | 2.50% | | | |
| Excess over \$500,000 | 1.60% | 1.60% | | | |
| VISION | All Lives | First \$5,000 | 10.00% | 10.00% | |
| | | Next \$5,000 | 8.00% | 8.00% | |
| | | Next \$15,000 | 6.00% | 6.00% | |
| | | Next \$25,000 | 4.00% | 4.00% | |
| | | Next \$100,000 | 3.00% | 3.00% | |
| | | Next \$350,000 | 2.50% | 2.50% | |
| | | Excess over \$500,000 | 1.60% | 1.60% | |
| LTD | | All Lives | First \$15,000 | 15.00% | 15.00% |
| | | | Next \$10,000 | 10.00% | 10.00% |
| | | | Next \$25,000 | 5.00% | 5.00% |
| | | | Next \$50,000 | 2.00% | 2.00% |
| | | | Next \$100,000 | 1.00% | 1.00% |
| | | | Next \$300,000 | 0.60% | 0.60% |
| | | | Next \$500,000 | 0.30% | 0.30% |
| | Over \$1,000,000 | | 0.10% | 0.10% | |

*** **Override** is based on Number of lives and **Broker Commission** is based on Premium or

| WASHINGTON NATIONAL | | | | |
|-----------------------------------|------------|----------------|-------------------------------------|--------------------------------------|
| Type of Plan / Plan name | # of Lives | Annual Premium | Broker Commissions | Broker Commission at Renewal |
| ACCIDENT | Level 1 | N/A | 40.00% | 6.00% |
| | Level 2 | | 48.00% | 6.00% |
| CANCER | All Lives | | 60.00% | 10.00% 2-10 years 5.00% 11+ years |
| CRITICAL ILLNESS - WITH CANCER | Heaped | | 53.00% | 6.00% |
| | Level | | 17.00% | 17.00% |
| CRITICAL ILLNESS - WITHOUT CANCER | Heaped | | 43.00% | 6.00% |
| | Level | | 15.00% | 15.00% |
| CRITICAL ILLNESS - CANCER ONLY | Heaped | | 43.00% | 6.00% |
| | Level | | 15.00% | 15.00% |
| TERM LIFE | All Lives | | 102.00% | 1.80% |
| TERM LIFE PLUS | Heaped | | 65.00% | 1.50% 2-10 years 0.80% 11+ years |
| TERM LIFE PLUS | Level | | 11.00% | 0.80% 11+ years |
| WHOLE LIFE | Ages 50-75 | | 120.00% | 5.75% 2-10 years 0.90% 11+ years |
| | Ages 76-80 | | 100.00% | 5.75% 2-10 years 0.90% 11+ years |
| | Ages 81-85 | 80.00% | 5.75% 2-10 years 0.90% 11+ years | |

WORKSITE BENEFITS - EFFECTIVE 1/1/2018

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