



PERSONAL INCOME PROTECTION PLAN COMMISSION RATES
With effect from February 2009

1. **Commission** in respect of new policies will be paid at the following rates: -

- Online business submissions 130% of the annual premium
- Paper based business submissions 120% of the annual premium

2. **Commission** in respect of increased **premiums** whether exercised under a Guaranteed Insurability Option or by separate application can only be submitted using a paper based application to existing plans will be paid at:

The above rates for the difference between the pre and post amendment annual premium incomes having increased premiums of 10% or more

3. The initial earnings period is 36 months

4. **Commission** can be paid on Indemnity terms or Non-indemnity terms

5. If **You** select Non-indemnity terms commission will be further enhanced by 10%

This option is **only** available at the time the **business** is submitted

6. **We** may defer the payment of **commission** until the sum due is at least: -

For **IFAs** requiring **commission** payments by cheque must exceed £50.00

For **IFAs** requiring **commission** payments by **Direct Credit** must exceed £20.00

7. Renewal **commission** is paid annually in arrears, after the initial earnings period at the rate of 2.5% of the annual **premium**.

CLASSIC PLAN AND CLASSIC PLUS PLAN COMMISSION RATES
Remains unrevised as below

5. **Commission** in respect of new policies will be paid at the following rates:-

Online business submissions 140% of the annual premium

Paper based business submissions 125% of the annual premium

6. **Commission** in respect of increased **premiums** to existing plans will be paid at:

50% of any increase in the annual premium subject to a minimum

10% increase in the annual premium

An increase effected in this way will benefit **your** client in that for allocation of profit purposes, the increased **policy** will be tied into the start date of the original plan.

7. The initial earnings period is 36 months

8. **Commission** can be paid on Indemnity terms or Non-indemnity terms

8. If **You** select Non-indemnity terms commission will be further enhanced by 10%

This option is only available at the time the **business** is submitted

9. **We** may defer the payment of **commission** until the sum due is at least: -

For **IFAs** requiring **commission** payments by cheque must exceed £50.00

For **IFAs** requiring **commission** payments by **Direct Credit** must exceed £20.00

For Networks **commission** payments will be made by **Direct Credit** and must exceed £1.00

10. Renewal **commission** is paid annually in arrears, after the initial earnings period at the rate of 3% of the annual **premium**.

This schedule forms part of the terms of business but may be superseded by amendment made by **Us** from time to time.

February 2009