

EXECUTIVE TEAM — AGENCY TRACK

Executive Board Member	\$600,000
Board Member	\$300,000
National Agency Director	\$250,000
National Sales Director	\$200,000

MANAGEMENT TEAM

	PRODUCER TRACK	AGENCY TRACK
National Sales Manager	\$40,000	\$150,000
Regional Sales Manager	\$30,000	\$125,000
District Sales Manager	\$25,000	\$100,000
Area Sales Manager	\$20,000	\$75,000

ADVISOR TEAM

	PRODUCER TRACK	AGENCY TRACK
Executive Advisor	\$15,000	\$35,000
Senior Advisor	\$12,000	\$25,000
Advisor	\$10,000	\$20,000
Agent	\$5,000	\$15,000
Representative	Starting Point	

Production requirements are based on Issued/Paid premium. To qualify for a new contract level, an agent must hit the required monthly production for three consecutive months. For "Producer Track", IP premium is based on personal production only. For "Agency Track", both personal production and your total hierarchy's production count toward promotion (the 50% Max Rule applies — if one direct downline accounts for over 50% of your hierarchy's production, that block only counts at 50% credit). Commission rates shown represent Lasting Mark contract commission — some contracts/products may vary; see the full grid on the following pages for details.

COMPENSATION

Commission percentage by Lasting Mark contract level and product. Rates reflect CPF's IMO partnership with Lasting Mark.

	AMERICAN-AMICABLE					ACCENDO FE	GUARANTEED ISSUE (GERBER LIFE)
	HOME PROTECTOR	SAFECARE TERM	SENIOR CHOICE	PLATINUM SOLUTION	EASY TERM	ACCENDO FE	GUARANTEED ISSUE
EXECUTIVE BOARD MEMBER	145%	145%	135%	135%	115%	137%	75%
BOARD MEMBER	140%	140%	130%	130%	110%	130%	70%
NATIONAL AGENCY DIRECTOR	135%	135%	125%	125%	105%	125%	70%
NATIONAL SALES DIRECTOR	130%	130%	120%	120%	100%	120%	65%
NATIONAL SALES MANAGER	125%	125%	115%	115%	95%	115%	65%
REGIONAL SALES MANAGER	120%	120%	110%	110%	90%	107.5%	60%
DISTRICT SALES MANAGER	115%	115%	105%	105%	85%	100%	60%
AREA SALES MANAGER	110%	110%	100%	100%	80%	92.5%	55%
EXECUTIVE ADVISOR	105%	105%	95%	95%	75%	85%	55%
SENIOR ADVISOR	100%	100%	90%	90%	70%	85%	50%
ADVISOR	95%	95%	85%	85%	65%	77.5%	50%
AGENT	90%	90%	80%	80%	60%	77.5%	45%
REPRESENTATIVE	85%	85%	75%	75%	55%	70%	45%

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	AFLAC	TRANSAMERICA				SBLI		
	FINAL EXPENSE	IMMEDIATE SOLUTIONS	10 PAY	EASY SOLUTIONS	QUALITY TERM (MORTGAGE PROTECTION)	CHILD RIDER	ACCIDENTAL	LIVING LEGACY
EXECUTIVE BOARD MEMBER	130%	130%	110%	85%	140%	14%	89%	135%
BOARD MEMBER	123%	125%	105%	80%	135%	13.5%	88%	130%
NATIONAL AGENCY DIRECTOR	118%	120%	100%	75%	130%	13%	87%	125%
NATIONAL SALES DIRECTOR	113%	115%	95%	70%	125%	12.5%	86%	120%
NATIONAL SALES MANAGER	108%	110%	90%	65%	120%	12%	85%	115%
REGIONAL SALES MANAGER	100%	105%	85%	60%	115%	11.5%	82.5%	110%
DISTRICT SALES MANAGER	93%	100%	80%	55%	110%	11%	80%	105%
AREA SALES MANAGER	85%	95%	80%	55%	105%	10.5%	77.5%	100%
EXECUTIVE ADVISOR	78%	90%	75%	45%	100%	10%	75%	90%
SENIOR ADVISOR	70%	85%	70%	45%	95%	9.5%	72.5%	80%
ADVISOR	70%	80%	67.5%	40%	90%	9%	70%	70%
AGENT	63%	75%	65%	35%	85%	8.5%	67.5%	60%
REPRESENTATIVE	63%	70%	62.5%	30%	80%	8%	65%	50%

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	ETHOS					ALLSTATE	
	LEGAL & GENERAL PRIME	LEGAL & GENERAL ELEVATED RISK TERM	TRUSTAGE TAWL	TRUSTAGE SITL	TRUSTAGE GAWL	FINAL EXPENSE LEVEL	FINAL EXPENSE GRADED
EXECUTIVE BOARD MEMBER	113%	113%	105%	65%	40%	117.5%	86%
BOARD MEMBER	108%	108%	103%	63%	38%	115%	84%
NATIONAL AGENCY DIRECTOR	103%	103%	100%	60%	35%	110%	82%
NATIONAL SALES DIRECTOR	98%	98%	98%	58%	33%	107.5%	80%
NATIONAL SALES MANAGER	93%	93%	95%	55%	30%	105%	78%
REGIONAL SALES MANAGER	88%	88%	93%	53%	28%	100%	75%
DISTRICT SALES MANAGER	83%	83%	90%	50%	25%	95%	72%
AREA SALES MANAGER	78%	78%	88%	48%	23%	90%	69%
EXECUTIVE ADVISOR	73%	73%	85%	45%	20%	85%	66%
SENIOR ADVISOR	68%	68%	83%	43%	18%	80%	63%
ADVISOR	63%	63%	80%	40%	15%	70%	60%
AGENT	58%	58%	78%	38%	13%	60%	55%
REPRESENTATIVE	53%	53%	75%	35%	10%	50%	50%

COMPENSATION

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	MUTUAL OF OMAHA						KANSAS CITY LIFE	
	TERM LIFE EXPRESS	LIVING PROMISE FE	INDEX UNIVERSAL LIFE EXPRESS	CHILDREN'S WL	UNIVERSAL LIFE	INDEX UNIVERSAL LIFE	SIGNATURE TERM EXPRESS	CASH BACK LIFE
EXECUTIVE BOARD MEMBER	145%	135%	135%	110%	115%	130%	130%	100%
BOARD MEMBER	140%	130%	130%	105%	110%	125%	125%	95%
NATIONAL AGENCY DIRECTOR	135%	125%	125%	100%	105%	120%	120%	90%
NATIONAL SALES DIRECTOR	130%	120%	120%	95%	100%	115%	115%	85%
NATIONAL SALES MANAGER	125%	115%	115%	90%	95%	110%	110%	80%
REGIONAL SALES MANAGER	120%	110%	110%	85%	90%	105%	105%	75%
DISTRICT SALES MANAGER	115%	105%	105%	80%	85%	100%	100%	70%
AREA SALES MANAGER	110%	100%	100%	75%	80%	95%	95%	65%
EXECUTIVE ADVISOR	105%	95%	95%	70%	75%	90%	90%	60%
SENIOR ADVISOR	100%	90%	90%	65%	70%	85%	85%	55%
ADVISOR	95%	86%	85%	60%	65%	80%	80%	50%
AGENT	90%	82%	80%	55%	60%	75%	75%	45%
REPRESENTATIVE	85%	78%	75%	50%	55%	70%	70%	40%

COMPENSATION

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	ROYAL NEIGHBORS OF AMERICA				AMERICO		
	SIMPLIFIED ISSUE WL	JET TERM	SINGLE PREMIUM WL	SECURE UL	HMS 125 / CBO	IUL (NEW)	EAGLE SELECT / FE
EXECUTIVE BOARD MEMBER	130%	130%	16.5%	130%	135%	125%	135%
BOARD MEMBER	125%	125%	16.0%	125%	130%	120%	130%
NATIONAL AGENCY DIRECTOR	120%	120%	15.5%	125%	125%	115%	125%
NATIONAL SALES DIRECTOR	115%	115%	15%	120%	110%	110%	120%
NATIONAL SALES MANAGER	110%	110%	14.5%	112.5%	105%	105%	115%
REGIONAL SALES MANAGER	105%	110%	14%	110%	100%	100%	110%
DISTRICT SALES MANAGER	100%	100%	13.5%	105%	95%	95%	105%
AREA SALES MANAGER	95%	95%	13%	100%	90%	90%	100%
EXECUTIVE ADVISOR	90%	90%	12%	95%	85%	85%	95%
SENIOR ADVISOR	85%	85%	11%	90%	80%	80%	90%
ADVISOR	80%	80%	10%	85%	75%	75%	85%
AGENT	75%	75%	9%	80%	70%	70%	80%
REPRESENTATIVE	70%	70%	8%	75%	65%	65%	75%

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	NATIONAL LIFE GROUP			LIBERTY BANKERS INSURANCE GROUP		AMERICAN HOME LIFE
	UL/IUL	TERM/WL	ANNUITY	SIMPL	FLEX 4 LIFE	FINAL EXPENSE
EXECUTIVE BOARD MEMBER	110%	110%	7.5%	130%	115.75%	140%
BOARD MEMBER	105%	105%	7.0%	125%	115%	135%
NATIONAL AGENCY DIRECTOR	100%	100%	6.75%	120%	110%	130%
NATIONAL SALES DIRECTOR	95%	95%	6.5%	115%	105%	125%
NATIONAL SALES MANAGER	90%	90%	6.25%	110%	100%	120%
REGIONAL SALES MANAGER	85%	85%	6.0%	105%	95%	115%
DISTRICT SALES MANAGER	80%	80%	5.0%	100%	90%	110%
AREA SALES MANAGER	75%	75%	4.5%	95%	85%	105%
EXECUTIVE ADVISOR	70%	70%	4.0%	90%	80%	100%
SENIOR ADVISOR	65%	65%	3.3%	85%	75%	90%
ADVISOR	60%	60%	3.3%	80%	70%	85%
AGENT	55%	55%	2.7%	75%	65%	80%
REPRESENTATIVE	50%	50%	2.7%	70%	60%	75%

COMPENSATION

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	FORESTERS FINANCIAL				COREBRIDGE FINANCIAL		
	PLAN RIGHT	STRONG FOUNDATION	SMART UL	ADVANTAGE PLUS	GI	SIMPLY NOW (MAX)	SIMPLY NOW
EXECUTIVE BOARD MEMBER	130%	140%	115%	110%	90%	142%	97%
BOARD MEMBER	125%	135%	110%	105%	85%	137%	94.5%
NATIONAL AGENCY DIRECTOR	120%	130%	105%	100%	80%	127%	87%
NATIONAL SALES DIRECTOR	115%	125%	100%	95%	80%	122%	82%
NATIONAL SALES MANAGER	110%	120%	95%	90%	75%	117%	77%
REGIONAL SALES MANAGER	105%	115%	90%	85%	70%	112%	72%
DISTRICT SALES MANAGER	100%	110%	87.5%	80%	65%	107%	67%
AREA SALES MANAGER	95%	105%	82.5%	75%	65%	102%	62%
EXECUTIVE ADVISOR	90%	100%	80%	75%	60%	97%	57%
SENIOR ADVISOR	85%	95%	77.5%	70%	55%	92%	52%
ADVISOR	80%	90%	75%	65%	50%	87%	47%
AGENT	75%	85%	72.5%	60%	45%	82%	42%
REPRESENTATIVE	70%	80%	70%	55%	45%	77%	37%

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Commission percentage by Lasting Mark contract level and product. Rates reflect CPF's IMO partnership with Lasting Mark.

	JOHN HANCOCK					ROYAL ARCANUM	
	SIMPL TERM	PROTECTIVE UL/IUL	ACCUMULATION IUL	PROTECTION TERM	VITALITY TERM	WHOLE LIFE	GRADED
EXECUTIVE BOARD MEMBER	135%	90%	90%	85%	85%	80%	65%
BOARD MEMBER	130%	90%	90%	85%	85%	80%	60%
NATIONAL AGENCY DIRECTOR	125%	90%	90%	85%	85%	75%	55%
NATIONAL SALES DIRECTOR	120%	75%	75%	70%	70%	75%	55%
NATIONAL SALES MANAGER	115%	75%	75%	70%	70%	70%	55%
REGIONAL SALES MANAGER	110%	75%	75%	70%	70%	70%	50%
DISTRICT SALES MANAGER	105%	75%	75%	70%	70%	65%	45%
AREA SALES MANAGER	100%	75%	75%	70%	70%	65%	45%
EXECUTIVE ADVISOR	95%	75%	75%	70%	70%	60%	40%
SENIOR ADVISOR	90%	75%	75%	70%	70%	60%	40%
ADVISOR	85%	60%	60%	50%	50%	55%	35%
AGENT	80%	60%	60%	50%	50%	55%	35%
REPRESENTATIVE	75%	60%	60%	50%	50%	55%	35%

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	GTL (GUARANTEE TRUST LIFE)			F&G ANNUITIES & LIFE		THE BALTIMORE LIFE COMPANIES	
	HERITAGE FE	LIFE SELECT	TURBO TERM	PATHSETTER	EVERLAST	I PROVIDE (PREFERRED)	APRIORITY
EXECUTIVE BOARD MEMBER	80%	75%	70%	120%	115%	135%	120%
BOARD MEMBER	75%	70%	70%	115%	110%	130%	115%
NATIONAL AGENCY DIRECTOR	70%	65%	65%	110%	105%	125%	110%
NATIONAL SALES DIRECTOR	70%	65%	65%	105%	100%	120%	105%
NATIONAL SALES MANAGER	65%	60%	60%	100%	95%	115%	100%
REGIONAL SALES MANAGER	65%	60%	60%	95%	90%	110%	95%
DISTRICT SALES MANAGER	60%	55%	50%	90%	85%	105%	90%
AREA SALES MANAGER	60%	55%	50%	85%	80%	95%	85%
EXECUTIVE ADVISOR	55%	50%	50%	80%	75%	85%	80%
SENIOR ADVISOR	55%	50%	40%	75%	70%	75%	75%
ADVISOR	50%	45%	40%	70%	65%	65%	70%
AGENT	50%	45%	30%	65%	60%	65%	65%
REPRESENTATIVE	45%	40%	30%	60%	55%	65%	60%

COMPENSATION

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	TRINITY LIFE INSURANCE COMPANY					PEKIN INSURANCE		
	GOLDEN EAGLE WL	VALUE BUILDER	FIRST WL	TERM	ANNUITIES	WHOLE LIFE	SINGLE PREMIUM	TERM TO 95
EXECUTIVE BOARD MEMBER	110%	62.5%	85%	95%	4.9%	125%	8%	85%
BOARD MEMBER	105%	60%	80%	90%	4.5%	120%	7%	80%
NATIONAL AGENCY DIRECTOR	100%	57.5%	75%	85%	4.2%	115%	6%	75%
NATIONAL SALES DIRECTOR	95%	55%	70%	80%	3.8%	110%	5%	65%
NATIONAL SALES MANAGER	90%	52.5%	67.5%	77.5%	3.4%	105%	6%	65%
REGIONAL SALES MANAGER	85%	50%	65%	75%	3%	100%	6%	65%
DISTRICT SALES MANAGER	80%	47.5%	60%	70%	2.8%	95%	6%	65%
AREA SALES MANAGER	75%	45%	57.5%	67.50%	2.8%	90%	6%	65%
EXECUTIVE ADVISOR	70%	42.5%	55%	65%	2.7%	80%	6%	65%
SENIOR ADVISOR	65%	40%	50%	60%	2.6%	70%	6%	65%
ADVISOR	60%	35%	47.5%	60%	2.5%	60%	6%	65%
AGENT	55%	32.5%	45%	50%	2.35%	50%	6%	65%
REPRESENTATIVE	50%	30%	40%	45%	2.25%	40%	6%	65%