



ING Life
Final Expense Insurance

2014 Commission Schedule

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ING COMPENSATION SCHEDULE RECRUITING PRODUCER COMMISSIONS Alternative Markets Distribution



Schedule Date: June 10, 2013
ReliaStar Life Insurance Company ("Company")
c/o ING Service Center
909 Locust Street
Des Moines, Iowa 50309

I. Commission Rates: Unless otherwise stated, commissions are stated as a percentage of the premiums paid and accepted by Company.

WHOLE LIFE PRODUCT				
ING UltimAssure				
	<u>1st</u>	<u>2nd - 4th</u>	<u>5th - 10th</u>	<u>11+</u>
Level Ages (50-80)	110	5	3	1
Level Ages (81-85)	75	4	2	.50
Graded	85	4	2	1
Modified	60	1.75	1.25	1

Inclusion of a product on the list does not necessarily indicate that the product is currently available for sale. See the Producer/Distributor Website for specific product availability and state approvals.

II. General Provisions

- A. This Schedule:
- Is effective as of the Schedule Date, or the effective date of the Agreement of which it is made a part, whichever is later, and terminates when you are given Notice of a more current version of this Schedule, or as otherwise provided in this Schedule or the Agreement; and
 - Is subject to the terms and conditions of the Agreement of which it is made a part and is a Compensation Schedule attachment to the ING Life Companies Recruiting Producer Agreement; and
 - While in effect, constitutes the entire agreement between the parties concerning the subject matter of this Schedule and supersedes in its entirety all prior agreements, understandings, negotiations and other written or oral communications between the parties with respect to the subject matter of this Schedule; and
 - Provides for the specified compensation to be paid on the sale of any identified product Contract for which the application is signed while this Schedule is in effect; and
 - Is deemed accepted by you upon submission of an application for an identified product Contract that is signed on or after the effective date of this Schedule.
- B. Notwithstanding any language in this Schedule or the Agreement to the contrary, provides that the calculation of your compensation under this Schedule may include reductions based on your designations in an ING Life Companies Application for Appointment and Contract or other Company document. No reduction amount is earned or assignable by you.

III. Definitions

- Target premium: An actuarially determined amount of premium for a Contract year.
- Renewal premium: Commissionable premium paid in Contract year two or later that is not Target Premium.
- Commissionable premium: Paid premium less premium excluded for purposes of commission determination.

IV. Commission Payment

- Exclusion. Any premium that is part of our normal renewal billing process or is received within 21 days prior to any annual Contract anniversary may not be considered received in the Contract year of receipt, and the applicable rate for the following Contract year will be applied.
- Riders. Commissions payable on target premium attributable to riders will be at the same rate as the base plan to which it is added.
- Commission Adjustment Events
 - UltimAssure Contracts: The policy fee is commissionable.
 - Commissions will not be paid on:
 - Premiums waived;
 - Group conversions;
 - Premiums paid in advance (except as they are applied toward payment of current premium); and
 - A permanent policy issued pursuant to conversion of a term contract if the owner of the converted policy is a life settlement company.
 - Substandard Ratings. Fully Underwritten term contracts only: Full commissions are payable for substandard table extra premiums through table H (300%) and on flat-extras more than five years. No commissions are paid on flat extra premiums of five years or less.
- Special Rules
 - Company's discretion will govern as to the commission payable on:
 - Contract changes, exchanges, replacements, or conversions, including but not limited to, those involving an ING Affiliate Company;
 - First year premiums for a Contract applied for within 12 months before or after a previously existing Contract on the same life is reduced or terminated;
 - On jumbo cases; a jumbo case is one where the insured has applied for, or has inforce with all life insurance companies, a total face amount of life insurance that requires facultative reinsurance;
 - Any Contract not identified in this Schedule; and
 - Adjustments and increases on Contracts no longer being sold by Company.

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