



Forethought Life Insurance Company
And Forethought National Life Insurance Company

2014 Commission Schedule

[Click here for contracting](#)

**Please join our Conference Call Monday thru Thursday Noon ET
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Schedule of Commissions for Forethought Life Medicare Supplement, Annuity and Final Expense

For Purposes of this Compensation & Product Schedule, the term “you” or “your” shall have the same meaning as the term “Agent” in the Agreement.

This Compensation & Product Schedule (this “schedule”) is part of your agreement or contract with Company (“Agreement”) and is in effect on the later to occur of: (1) the date this Schedule was first approved by an Authorized Representative, (2) the effective date of the Agreement, or (3) the effective date assigned by Company for the latest approved transmittal sheet, for Company’s Medicare Supplement/Select and/or Life products (the “Products”), as submitted by your Forethought Agency Director. In no event does this Schedule apply to persons with License-Only Agent Contracts. Terms not otherwise defined in this Schedule shall have the meaning set forth in the Agreement.

All Commissions

The Company shall use the following rates for policies issued on applications produced by you or, if applicable, other persons in your down line distribution who submits Product applications that designate you. Your rate for each policy will be reduced by any rates the Company has assigned to other persons in your down line distribution for such policy, if any. In no event shall the rate credited to you and your down line distribution for each policy exceed the rate provided on this Schedule.

General Provisions

- 1. Product Included.** The provisions and conditions of the Schedule shall apply only to the Products specifically identified in the Schedule.
- 2. Non-assignment.** You may not assign or pledge as collateral any commission payable under this Schedule. Any attempt to assign commission under the Schedule shall be void.
- 3. Administrative Rules.** The Company’s administrative rules, practices and procedures may be revised, modified or selected by the Company from time to time.
- 4. Laws & Regulations.** Commission on the Products set forth above may be adjusted as required by any applicable laws or regulations.
- 5. Confidential Information.** Confidential Information, as defined in your Agreement, does not include information relating to Compensation payments payable, paid or provided to you pursuant to this Schedule.

Commission Rates for Medicare Supplement/Select Plans

Georgia, Illinois, Kansas, Kentucky, Louisiana, Minnesota, Mississippi, North Carolina, Oklahoma, South Dakota

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%
Ages 65-79	22.000%	4.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%

Iowa, Nebraska, Nevada, North Dakota, Utah

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	22.000%	4.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%

Indiana

Commission Rates New Business

	Policy Years			
	New Business/Open Enrollment		Guarantee Issue	
	1-8	9+	1-8	9+
All Ages	18.250%	0.000%	8.125%	0.000%

Texas

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-7	8-10	11+	1-7	8-10	11+
Ages < 65	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%
Ages 65-79	22.000%	4.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%

West Virginia

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-5	6-10	11+	1-5	6-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	22.750%	3.750%	0.000%	10.375%	0.000%	0.000%
Ages 80+	11.750%	2.250%	0.000%	5.625%	0.000%	0.000%

Pennsylvania

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
All Ages	15.000%	2.000%	0.000%	6.500%	0.000%	0.000%

Ohio

Commission Rates New Business

	Policy Years			
	New Business/Open Enrollment		Guarantee Issue	
	1-8	9+	1-8	9+
Ages < 65	N/A	N/A	N/A	N/A
Ages 65-79	20.000%	0.000%	9.000%	0.000%
Ages 80+	7.000%	0.000%	2.500%	0.000%

Tennessee

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	6.250%	1.500%	0.000%	1.750%	0.000%	0.000%
Ages 65-79	22.000%	4.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%

Michigan

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-3	4-10	11+	1-3	4-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	25.000%	3.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	10.000%	0.000%	0.000%	4.750%	0.000%	0.000%

Missouri

Commission Rates New Business

	Policy Years							
	New Business/Open Enrollment				Guarantee Issue			
	1	2-6	7-10	11+	1	2-6	7-10	11+
All Ages	14.000%	7.000%	1.500%	0.000%	4.000%	2.000%	0.000%	0.000%

Virginia

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	22.000%	4.000%	0.000%	10.000%	0.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	5.500%	0.000%	0.000%

New Jersey

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	9.000%	0.000%	0.000%	3.000%	0.000%	0.000%
Ages 65-79	18.000%	3.000%	0.000%	6.000%	0.000%	0.000%
Ages 80+	9.000%	0.000%	0.000%	3.000%	0.000%	0.000%

Arizona

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	18.000%	3.000%	0.000%	6.000%	0.000%	0.000%
Ages 80+	9.000%	0.000%	0.000%	3.000%	0.000%	0.000%

Washington

Commission Rates New Business

	Policy Years	
	New Business/Open Enrollment	Guarantee Issue
	All Years	All Years
All Ages	6.000%	6.000%

South Carolina

Commission Rates New Business

	Policy Years					
	New Business/Open Enrollment			Guarantee Issue		
	1-6	7-10	11+	1-6	7-10	11+
Ages < 65	N/A	N/A	N/A	N/A	N/A	N/A
Ages 65-79	22.000%	4.000%	0.000%	22.000%	4.000%	0.000%
Ages 80+	11.500%	2.500%	0.000%	11.500%	2.500%	0.000%

Commission Rules

1. The commission rate is the rate that is in effect on the application date of the issued policy.
2. For Medicare Supplements and Medicare Select policies, the commission is calculated on the lesser of initial premium or paid premium, except that in Washington the commission is calculated on the paid premium.
3. The attributed Medicare Part B deductible is not commissionable, except in Washington.
4. Policy/Application fees on Medicare Supplement and Medicare Select Plans are not commissionable.
5. Unearned commission within any policy year will be charged back on any premium refunded to the policy owner.
6. The commission for the Product is vested and may be credited to you after the termination date if (a) the policy related to the Product remains in force, (b) the premiums for the policy are credited to Company, and (c) you are the writing agent and you remain the producer of record.
7. Internal Replacements Medicare Supplement/Medicare Select. Commission will be calculated at 100% of the applicable commission rate when a new Forethought Life Insurance Company Medicare Supplement/Medicare Select policy replaces an existing Forethought Life Insurance Company Medicare Supplement/Medicare Select policy, or an existing Forethought Life Insurance Company Medicare Supplement/Medicare Select policy, and the producer of record does not change. The commission on the new internal replacement policy will be calculated based upon the policy year of the former policy.
8. External Replacements. Commission will be calculated the same as new business unless a state special rule applies.
9. The Company may, from time to time, issue compensation/product schedules with respect to the Product which (a) amend, replace or terminate this Schedule, or (b) identify whether the Product is eligible for bonuses.



Forethought Life Insurance Company
SCHEDULE OF COMMISSIONS
FOR ANNUITY SALES

GENERAL AGENT SCHEDULE

This Schedule of Commissions for Annuity Sales (“Schedule”) is an addendum to the Insurance Selling Agreement (“Agreement”). This Schedule is for Forethought Life Insurance Company (“FLIC”) annuity contracts sold under the Agreement which are issued on or after the Schedule Effective Date.

Product	Age	Commission Rate ¹
Bonus AdvantageSM (Rates 1.00% less in AK, DE, MD, MN, OH, OK, OR, SC, TX, UT)	55-75 ²	7.00%
	76-80	5.00%
Bonus AdvantageSM (State of Washington)	55-75 ²	6.50%
	76-80	4.50%
Index Bonus 115SM (Rates 1.00% less in AK, CT, DE, FL, MN, OH, OR, SC, TX, UT)	0-75	8.00%
	76-85	5.50%
Secure Income 125SM (Rates 1.00% less in AK, CT, DE, FL, MN, OH, OR, SC, TX, UT)	0-75	7.00%
	76-85	5.00%
Income 125SM (Rates 1.00% less in AK, CT, DE, FL, MN, OH, OR, SC, TX, UT)	0-75	7.00%
	76-85	5.00%
Income 125+SM (Rates 1.00% less in CT, DE, FL, MN, OH, SC, TX, UT)	0-75	7.00%
	76-85	5.25%
Guaranteed Destinations^{SM3} (State of Washington)	0-75	7.00%
	76-85	5.00%

¹ Commissions are expressed as a percentage of the initial premium or deposit

² Available ages 0-75 if sold without the Optional Income Benefit Rider.

³ Commissions are not paid on premiums received after the issue date.

Bonus Advantage Contract Series numbers – FA1201SPDAX-01, 02, GA1201SPDAX-02 and FA1201SPDAXL-02; Index Bonus 115 & Income 125+ – Contract Series FA2001SPDAX, FA2001SPDAXL or GA2001SPDAX; Secure Income 125 – Contract Series FA1001SPDANX, FA1001SPDANXL or GA1001SPDANX; Income 125 – Contract series FA1001SPDAX, GA1001SPDAX or FA1001SPDAXL; Guaranteed Destinations – Contract series FA1001FP5GD10.

FLIC, in its discretion, may pay to any agent below You in the agent hierarchy the commissions due such agent. Your effective commission rate will depend on the agents in the hierarchy. Commissions are paid daily as earned.

Commission Chargebacks

Withdrawals, including Required Minimum Distributions, are subject to commission chargeback, regardless of whether withdrawal charges are incurred. A commission chargeback will be applied as provided below:

If the Owner dies or if the contract has a partial or total withdrawal, within one year following the issue date, there will be a chargeback against commissions paid. The chargeback is 100% for months 1 through 12.

Any rescission, regardless of contract year, will result in 100% commission chargeback. A commission chargeback will not apply for the election of the Guaranteed Lifetime Income Benefit.

Termination of the Agreement shall not terminate FLIC’s right to chargeback commissions.

Commission Hold Procedure

Delivery Receipts are required in all cases. When the initial premium for an annuity contract generates a commission greater than \$15,000, the portion of the commission that exceeds \$15,000 will be released thirty (30) days after the Batesville Administrative Office receives the signed Delivery Receipt.

No commission shall be paid on the sale of a contract which involves the total or partial replacement of a contract issued by FLIC or any of its affiliates.

ACCEPTED AND AGREED TO:

Agency/Agent Signature Date

Date

Schedule of Commissions for Final Expense

For Purposes of this Compensation & Product Schedule, the term “you” or “your” shall have the same meaning as the term “Agent” in the Agreement.

This Compensation & Product Schedule (this “schedule”) is part of your agreement or contract with Company (“Agreement”) and is in effect on the later to occur of: (1) the date this Schedule was first approved by an Authorized Representative, (2) the effective date of the Agreement, or (3) the effective date assigned by Company for the latest approved transmittal sheet, for Company’s Life products (the “Products”), as submitted by your Forethought Agency Director. In no event does this Schedule apply to persons with License-Only Agent Contracts. Terms not otherwise defined in this Schedule shall have the meaning set forth in the Agreement.

All Commissions

The Company shall use the following rates for policies issued on applications produced by you or, if applicable, other persons in your down line distribution who submits Product applications that designate you. Your rate for each policy will be reduced by any rates the Company has assigned to other persons in your down line distribution for such policy, if any. In no event shall the rate credited to you and your down line distribution for each policy exceed the rate provided on this Schedule.

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- 2. Non-assignment.** You may not assign or pledge as collateral any commission payable under this Schedule. Any attempt to assign commission under the Schedule shall be void.
- 3. Administrative Rules.** The Company’s administrative rules, practices and procedures may be revised, modified or selected by the Company from time to time.
- 4. Laws & Regulations.** Commission on the Products set forth above may be adjusted as required by any applicable laws or regulations.
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Freedom Commission Grid

Life Pay				
	Policy Years			
	Year 1	Year 2	Year 3-5	Year 6-10
Ages 50-75	115.000%	9.000%	5.500%	0.500%
Ages 76-80	92.500%	9.000%	5.500%	0.500%

Commission Rules

1. The commission rate is the rate that is in effect on the application date of the issued policy.
2. The commission is based on the paid premium including the policy fees and is based on age at issue.
3. Unearned commission within any policy year will be charged back on any premium refunded to the policy owner.
4. The commission for the Product is vested and may be credited to you after the termination date if (a) the policy related to the Product remains in force, (b) the premiums for the policy are credited to Company, and (c) you are the writing agent and you remain the producer of record.
5. Your commission may be reduced by replacements or conversions.
6. External Replacements. Commission will be calculated the same as new business unless a state special rule applies.
7. The Company may, from time to time, issue compensation/product schedules with respect to the Product which (a) amend, replace or terminate this Schedule, or (b) identify whether the Product is eligible for bonuses.