

**ADDENDUM 1**  
**BANNER LIFE INSURANCE COMPANY**  
**URBANA, MARYLAND**  
**BROKERAGE EXECUTIVE GENERAL AGENT COMMISSION SCHEDULE**

---

## **UNIVERSAL LIFE**

<b>PLAN NAME</b>	<b>1ST YEAR</b>	<b>YEARS 2-5</b>	<b>YEARS 6-10</b>
Life Step UL	80	3	3
<i>First-year commission rates apply to the target premium. A 3% commission is payable on first-year premiums in excess of the target premium.</i>			

## **TERM**

<b>PLAN NAME</b>	<b>1ST YEAR</b>	<b>YEARS 2-5</b>	<b>YEARS 6-10</b>	<b>YEARS 11+</b>
OPTerm 10	85			
OPTerm 15	95			
OPTerm 20	100			
OPTerm 25	100	No Renewals in Subsequent Years		
OPTerm 30	100			
OPTerm 35	100			
OPTerm 40	100			

## **ACCIDENT AND HEALTH**

<b>PLAN NAME</b>	<b>1ST YEAR</b>	<b>YEARS 2-5</b>	<b>YEARS 6-10</b>	<b>YEARS 11+</b>
Accidental Death	17	No Renewals in Subsequent Years		

### **Riders**

Riders and supplemental benefits will have the same commission rates as the base policy unless specified. Level premium term riders will have the same commission rate as paid on the corresponding OPTerm plan of the same duration: 20-Year Term Rider = OPTerm 20, 15-Year Term Rider = OPTerm 15 and 10-Year Term Rider = OPTerm 10.

### **Override Commissions**

We will pay you, as an override commission, your total writing commission minus any commissions payable to any Brokerage Development General Agent (BDGA) and/or Agent/Broker.

### **Policy Fee**

The policy fee for OPTerm 10, 15, 20, 25, 30, 35 and 40 is non-commissionable.