

# AMERICAN NATIONAL INSURANCE COMPANY

## SENIOR GENERAL AGENT COMPENSATION SCHEDULE



This compensation schedule shall cancel and supersede all previously effective Compensation Schedules and Paid Production requirements, but it shall not impair your rights to commissions or fees, if any, earned under the provisions of any prior schedules. Commissions and fees are expressed as a percentage of premiums paid unless otherwise noted.

**Schedule consists of 4 pages total.**

Life Products	1st Year		Additional Deposits/Renewals				
		Target	Yr.	Yr.	Yr.	Yr.	Yr.
	Ages	Premium	2 - 3	4 - 5	6 - 7	8 - 10	11+ <sup>1</sup>
Signature Indexed UL <sup>2</sup>							
Signature Plus Indexed UL <sup>2</sup>	0-69	90	2.5	2.5	2.5	2.5	0.7
	excess 0-69	2.5	2.5	2.5	2.5	2.5	0.7
	70-85	85	2.5	2.5	2.5	2.5	0.7
	excess 70-85	2.5	2.5	2.5	2.5	2.5	0.7
Signature Guaranteed UL <sup>2</sup>							
	18-69	90	2.5	2.5	2.5	2.5	0.7
	excess 18-69	2.5	2.5	2.5	2.5	2.5	0.7
	70-80	85	2.5	2.5	2.5	2.5	0.7
	excess 70-80	2.5	2.5	2.5	2.5	2.5	0.7
ANICO Executive UL <sup>2</sup>							
	0-69	90	2.5	2.5	2.5	2.5	2.5
	excess 0-69	2.5	2.5	2.5	2.5	2.5	2.5
	70-85	85	2.5	2.5	2.5	2.5	2.5
	excess 70-85	2.5	2.5	2.5	2.5	2.5	2.5
Signature Whole Life							
	0-69	90	4	4	4	4	0.8
	70-79	70	4	4	4	4	0.8
	80-85	40	4	4	4	4	0.8
Limited Pay Whole Life							
	18-44	90	4	4	4	4	-
	45-49	90	2.4	2.4	2.4	2.4	-
	50-54	70	1.6	1.6	1.6	1.6	-
	55-70	50	0.7	0.7	0.7	0.7	-
Paid Up Additions Rider							
	0-85	4	4	4	4	4	4
	Ages	Yr. 1	Yrs. 2-5	Yrs. 6-10			
ANICO Signature Term (Annual policy fee is non-commissionable)							
ART	18-65	80	-	-	-	-	-
10 year term <sup>3</sup>	18-70	80	-	-	-	-	-
15 year term	18-65	85	-	-	-	-	-
20 year term	18-60	90	-	-	-	-	-
30 year term	18-50	90	-	-	-	-	-

**Commission chargeback is 100% on all life products if during the first six months a policy terminates due to a surrender or lapse.**

Commissions on riders originally issued with the policy are paid at the same rates as the base policy unless otherwise shown, except for the Level Term Rider on ANICO Executive UL. Any additional premium paid because of this rider will be commissioned at the policy's rate for excess premium. Commissions for policy increases and riders added after the policy is issued are paid at the same first year and renewal rates as the policy for the amount of the increase unless otherwise shown. Commissions on increases and on riders added after the policy is issued will be paid to the agent who writes and submits the application for the increase or addition.

### Universal Life Products:

Full First-Year Commissions will be paid at the First-Year rates up to the Premium Target. Flat Extras, Temporary Extras, or Service Fees may increase the Premium Target and thus be paid at the First-Year rate. First-Year Premiums in excess of the Premium Target will be paid at excess rates and all Premiums paid after the first year will be paid at renewal rates. Note, if the product has a rolling target First-Year rates will be paid for the first two years until the Target Premium is met.

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### **Whole/Term Life (Traditional) Products:**

Full First-Year Commission, Renewal Commission, and Service Fees are paid on the entire premiums of a policy issued with a table rating of 6 or less, permanent flat extra premium, or temporary extra rating of 6 years or longer. If a policy is issued with a temporary extra rating of 5 years or less, then no First-Year Commission, Renewal Commission, or Service Fees are paid on the premium charged for the temporary extra rating. Whole/Term Life products do not pay commissions for premium allocated to cover table rating in excess of Table 6.

### **New Money Premium Payments:**

Commissions are only payable on new money premium payments made by the policy owner and received by the Company at its home office. Monthly deductions from cash value made by the Company to continue coverage are not premium payments and are not commissionable.

### **Term Conversions:**

1. First-year commission rates apply to only the excess of the new permanent plan commissionable premium over the conversion credit.
2. Production credit will be earned only to the extent that the production credit on the new permanent plan exceeds the production credit received on the term plan.

### **Production Credit for Policies on Producers' Relatives:**

Life insurance insuring a relative of any producing agent in the hierarchy associated with the policy, as well as life insurance covering the life of any producer in the hierarchy, will be ineligible for production credit until two full annual premiums have been paid on the policy. For the purpose of this Schedule, relative is defined as the agent's spouse (including common law), mother, father, mother-in-law, father-in-law, and grandparent. Relative is further defined as the following and their spouses: children, grandchildren, siblings, children of siblings, and grandparents of the agent's spouse.

### **Life Products Footnotes**

1. Service Fees are not vested. They are payable only while you are actively under contract with American National Insurance Company.
2. First-year target commission rate will be paid on all premiums collected until an amount equal to the target premium has been paid regardless of when it is paid.
3. Issue ages for the SI version are 18-64.

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Annuity Products									
Palladium MYG Annuity <sup>1, 2</sup>	Guarantee Period								
	Ages	3 Yr.	4 Yr.	5 Yr.	6 Yr.	7 Yr.	8 Yr.	9 Yr.	10 Yr.
	0-79	1.7	2.2	2.7	2.7	2.7	2.7	2.7	2.7
	80-85	0.7	1.2	0.7	0.7	0.7	0.7	0.7	0.7
Palladium Immediate Annuity <sup>1</sup>	Payout periods			All other		All other			
		<u>5-9</u>		<u>payouts</u>		<u>payouts</u>			
	Ages	0-90		0-84		85-90			
		1.6		3.5		1.6			
Non-Registered Group Variable Annuity <sup>1, 3, 6</sup>	0-500k	501k-1m	1.01m-3m	3.01m-5m	5.01m +				
Target Years 1-3	4.5	3.5	2.7	0.85	0				
Trail Years 4+	0.55	0.55	0.55	0.55	0.55				
	Ages	1 Yr.	2 Yr.						
Century Plus Annuity <sup>1,2,6</sup>	0-75	6.5	-						
	76-80	4.5	-						
	Ages	1 Yr.	2 Yr.	3 Yr.	4 Yr.	5 Yr.	6 Yr. +	Trails <sup>4</sup>	
Group Unallocated Annuity - Fixed <sup>1, 6</sup>	-	4.5	4.5	4.5	4.5	4.5	4.5	-	
	Owner	Ages	1 Yr.	2 Yr.	3 Yr.	4 Yr.	5 Yr.	6 Yr. +	
WealthQuest Citadel Diamond Annuity 5 <sup>1, 2</sup>	0-80	3.5	-	-	-	-	-	-	
	81-85	2.5	-	-	-	-	-	-	
WealthQuest Citadel Diamond Annuity 7 <sup>1, 2</sup>	0-80	4	4	4	-	-	-	-	
	81-85	3	3	3	-	-	-	-	
	Owner	Ages	1 Yr.	2 Yr.	3 Yr.	4 Yr.	5 Yr.	6 Yr. +	Trails <sup>4</sup>
ANICO Strategy Indexed Annuity Plus 7 Year <sup>1, 2</sup>	0-75	6.5	-	-	-	-	-	-	
	76-80	5.5	-	-	-	-	-	-	
ANICO Strategy Indexed Annuity Plus 7 Year <sup>1, 2, 5</sup>	0-75	4.5	-	-	-	-	-	0.55	
Trail Option	76-80	3.5	-	-	-	-	-	0.55	
ANICO Strategy Indexed Annuity Plus 10 Year <sup>1, 2</sup>	0-75	8.5	-	-	-	-	-	-	
	76-80	7	-	-	-	-	-	-	
ANICO Strategy Indexed Annuity Plus 10 Year <sup>1, 2, 5</sup>	0-75	6.5	-	-	-	-	-	0.55	
Trail Option	76-80	5	-	-	-	-	-	0.55	

### Annuity Products Footnotes

1. Commission chargeback is 100% on the following products if during the **first policy year** a policy terminates due to a **death claim or full policy surrender** for Palladium MYG (all issue ages), Citadel 5 & 7 (applies to issue ages 80+ for death claims and all issue ages for surrenders) and Century Plus Annuity (all issue ages). Commission chargeback of 50% applies to the **second policy year** for Century Plus Annuity (all issue ages) **death claim or full policy surrender**. Commission chargeback is 100% in first year for full surrender for ANICO Strategy Indexed Annuity Plus 7 & 10, (no chargebacks on death in the first contract year).

Commission chargebacks for **partial surrenders** are as follows:

**First Year** - All issue ages - 100% of the portion of a partial surrender which incurs a surrender charge for Palladium MYG, Citadel 5 & 7, ANICO Strategy Indexed Annuity Plus 7 & 10 and Century Plus Annuity.

**Second Year** - All issue ages - 50% of the portion of a partial surrender which incurs a surrender charge for Century Plus Annuity.

Commission chargebacks will apply to the Palladium Immediate Annuity if the contract is rescinded in the first year.

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Commission chargebacks will apply to the Non-Registered Group Variable Annuity and the Group Unallocated Fixed Annuity if the contract is rescinded in the first year. In addition, any rollover/takeover funds totaling \$50,000 or more will be subjected to a 100% commission chargeback if the funds do not remain in the group contract for a minimum of 12 months. This rule will apply to any rollover/take over contribution, regardless of the policy duration.

2. Chargeback and issue age is based on **age of Annuitant** for Palladium MYG.

Chargeback and issue age is based on **age of Oldest Owner** for Century Plus Annuity, Citadel 5 & 7 and ANICO Strategy Indexed Annuity Plus 7 & 10.

3. Trail commissions start in the 37th month for the Non-Registered Group Variable Annuity.

4. Trail commissions start in the 13th month.

5. Renewal Asset Based Commission: Beginning policy year two and for as long as the policy is in force, you shall receive a percentage of Policy Account Values (as valued on the last day of each month) less outstanding policy loans if any. These commissions will be paid monthly based upon a formula that pays one-twelfth (1/12) of the trail commission rate on the ANICO Strategy Indexed Annuity Plus 7&10.

6. After 10th policy anniversary, commission rate is payable only while you are actively under contract with American National Insurance Company.