



## Schedule

This compensation schedule is in effect for all Canada Protection Plan 2016 portfolio plans written on or after October 28, 2016. This schedule has been updated to include Express Elite Term plans launched on May 29<sup>th</sup>, 2019 and Critical Illness plans launched on April 20<sup>th</sup>, 2020.

Life insurance commission rates as a percentage of annualized premium.

Permanent Plans	First Year Commission	Renewals	
	Year 1	Years 2-5	Years 6-10
Guaranteed Acceptance Life	35	3	2
Deferred Life	35	3	2
Deferred Elite Life	50	3	2
Deferred Elite T100	50	3	2
Simplified Elite Life	50	3	2
Simplified Elite T100	50	3	2
Preferred Life	50	3	2
Preferred T100	50	3	2
Preferred Elite Life	50	3	2
Preferred Elite T100	50	3	2
<b>Term Plans and Term Riders</b>	<b>Year 1</b>	<b>Years 2-5</b>	<b>Years 6-10</b>
Deferred Elite 10/20/25 Year Term*	40	3	2
Simplified Elite 10/20/25 Year Term*	40	3	2
Preferred 10/20/25 Year Term*	40	3	2
Preferred Elite 10/20/25 Year Term*	40	3	2
Express Elite 20/30 Year Term	40	3	2
<b>Riders Only</b>	<b>Year 1</b>	<b>Years 2-5</b>	<b>Years 6-10</b>
Accidental Death Benefit	35	3	2
Child Term Benefit	35	3	2
Hospital Cash Benefit	35	3	2
CI Rider (Express Elite only)	45	3	2

\*Including Decreasing 25 Year Term Plans and Riders

Living Benefits commission rates as a percentage of annualized premium.

	First Year Commission	Renewals	
Term Plans	Year 1	Years 2-5	Years 6-10
Cardiac Protect CI 75 Year Term	45	3	2
Cancer Protect CI 75 Year Term	45	3	2
Cardiac AND Cancer Protect CI 75 Year Term	45	3	2
Cardiac OR Cancer Protect CI 20/75 Year Term	45	3	2
Riders Only	Year 1	Years 2-5	Years 6-10
Return of Premium at Death	45	3	2
Accidental Death Benefit	35	3	2

Conditions:

1. Canada Protection Plan may withdraw any plans at any time without notice.
2. Canada Protection Plan will determine the commission rates on all plans or riders not listed in the above commission schedule, on changed policies and on policies replacing terminated policies (whether the new policy is issued before or after the termination) where the same insured is involved.
3. If Canada Protection Plan returns a premium or a part of a premium to the policy owner or the beneficiary, the Broker will waive all rights to any commission on that returned premium and will repay any commission received on that premium.
4. Annualization of commissions: Canada Protection Plan may, at its sole option, pay first year annualized commission on the following basis:
  - a. When a policy is settled, the first year commission (FYC) will be calculated and paid to the Broker on the assumption that the full annual premium has been paid, provided that the total annualized commissions on all policies on the same life do not exceed \$5,000.
  - b. In the event that any policy terminates before a full 24 months of premiums have been received by the insurer, the Broker will immediately pay to Canada Protection Plan a pro-rata share of first year commissions paid to the Broker.  
 If the premium mode of the policy is monthly at the time of issue, the amount paid by the Broker will equal  $\text{commission paid} * [23 - (\text{months of non } \$0.00 \text{ premiums paid})] / 23$ . If the policy terminates before the premium for the second month is paid, 100% of the first-year commission (FYC) will be payable to Canada Protection Plan.  
 If the premium mode of the policy was annual at the time of issue, the amount paid by the Broker will equal  $\text{commission paid} * [24 - (\text{months of premium paid})] / 24$ .
  - c. Canada Protection Plan may, in its sole discretion, offset such amount against amounts payable by Canada Protection Plan to the Broker. Canada Protection Plan may decline to annualize commissions for a particular policy or policies, and may, in whole or in part, discontinue the practice of annualizing commissions.
5. All commissions paid on policies sold on the Broker's own life and/or family member(s) and/or relatives or friends of the Broker will be paid as earned (PAE - paid over 23 months).
6. When a client pays the annual premium by credit card, there will be a 3% reduction to the first-year commission (FYC) based on that annualized premium.