

Pacific Life	
PEP III (Opt A)	100-3-3
I-PEP (Opt A)	95-1-1
PIA III (Opt A)	95-1-1
VF- NLG (Opt A)	95-1-1
VF PRO (Opt A)	95-1-1
WL Flex 15/Prot II	90-0-3
1 YrTrm	90
Pro-10	95
Pro-20	100
G.I./S.I	Call
At 250K add	5%

Genworth L&A	
Colony Term UL 10	75
Col. Term UL 15	85
Col. Term UL 20	95
Col Term UL 30	95
LifeReadyULII	80
GenGuard SUL	90
Total Living Cov	8

NACOLAH	
Impact Plus 10	80
Impact Plus 20	85
Impact Plus 20	95
Impact Plus 30	100
Custom Term UL	100
Custom Guarantee	105
Custom Accumulator	100
Custom Guarantee	105

John Hancock Life	
Protection G 09	90-4-2
SUL Protection G 09	90-4-2
Term 10	80
Term 15/20	85/90

West Coast Life	
Focus & Inc. Repl Term 10	70
Focus & Inc. Repl Term 15	80
Focus & Inc. Repl Term 20	85
Focus & Inc. Repl Term 25	85
Focus & Inc. Repl Term 30	85
Legacy Term 10	75
Legacy Term 20	90
Legacy Term 30	95
Lifetime Plat III UL/SUL	90-2-2

Banner	
Opt-10	80
Opt-15	90
Opt-20	95
Opt-30	95
Umbrella	85-2-2

Lincoln National	
LifeGuarantee UL/SUL	90-3-2
LifeElements 10/15	90
LifeElements 20/30	100

Prudential	
Term Ess/ROP 10 + 15	75
Term Essential/ROP 20	75
Ter, Essential/ROP 30	75
Term Elite	83
UL-Protector + Plus UL/SUL	80-3.2-2

United of Omaha	
Priority Term 10	80
Priority Term 15	90
Priority Term 20/30	100
Max GUL, Max UL UltraSurv	90-2-2

SunLife	
SunProt LP2	95-2-2
SunProt ULP2	95-2-2

Transamerica	
TransACE/SurvUL/IUL	90-2-2
Term 20,25,30 Heaped	100
Term 15 Heaped	95
Term 10 Heaped	90
Term YRT Heaped	85
Non Heaped 5 pts less	

ING	
TmSm-10	75
TmSm-15	90
TmSm-20	95
TmSm-30	95
ING GBBUL II	85-2
ING GP SUL	85-2

DI	
Standard	50
Met	55
Union Central	50
Assurity	50

John Hancock LTC	
LTC	65

GE LTC	
LTC	60

Met LTC	
LTC	70

Assurity LTC	
LTC (40-44)	80

Concentrate All Your Business to Champion to Get Higher Compensation		
Champion End of Year Bonus	\$250,000 Paid Target	5%
Pacific Life End of Year Bonus	\$250,000 Paid Target	5%

Includes Life + LTC-I + Disability + Fixed Annuities (FA Target is commission)  
Requires Pre-Approval from Champion Agency, Inc.

Permanent Products	First Year-Excess-Renewal
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AMERICAN GENERAL	
Select Term 20-30	105
Select Term 15	100
Select Term 10	75
Elite Index UL	85-2-2
Elite UL	85-2-2

ALLIANZ	
IUL GenDex (A)	100-2.5-2.5
IUL GenDex (B)	85-2-1
SUL GenDex (A)	90-3-2
Term 10	70
Term 20 & 30	90
UL GenDex Foundation	85

AVIVA	
IUL Adv. Builder II	90-2-2
IUL Lifetime Builder	90-2.5-2.5
IUL Survivor	90-2-2
Term 10	75
Term 20 & 30	90
Guarantee UL Soln	90-2-2
Patriot Soln II	90-6-2.5

AXA	
Athena UL 150-DB	90-2-1.5
Whole Life	90-0-1.5
Incentive Life Leg.	90-2-1.5
Athena SUL III	90-2-1.5
Term 150 10 High	10.5
Term 150 10	75
Term 150 15	85
Term 150 20	95
Term 150 ART	9.5

HARTFORD	
UL	90-3-2
Whole Life	90-3-2
SUL	90-3-2
Term 10	90
Term 15	90
Term 20	90
Term 30	90
ART	45

Nationwide	
UL Protector	70-2.5-1
Your Life UL Series	90-1.5-1.5
Whole Life	70-0-1
SUL Your Life	70-1.5-2
Term 10/20/30	90

Penn Mutual	
Accum. Bldr, IUL II	90-4-1.5
Cash Value Rider (5yr Trgt)	25.2

Principal Life	
UL Flex/Prot. III	91-2-2
SUL Protector	89-2-2
Term All	85

Annuity Carriers	
Allianz	Max Street Compensation
American National	
AVIVA	
Integrity	
ING	
Genworth	
Lincoln Benefit	
Lincoln National	
North American	
The Standard	
Sun Life	
TransAmerica	
United of Omaha	
West Coast Life	

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