

Unless otherwise authorized by National General Accident and Health (NGAH), this Commission and Product Schedule (“Schedule”) applies to all policies issued and paid on or after January 31, 2017:

Tier 2		Annualized Premium	\$25,000+	
Products		Commission Rates		
		(% of total Original Premium)		
		First Year	Renewal	
Standard	STM & Association	Standard Association STM (14960)	23.00%	N/A
		-LIFE Association C (14956)*	23.00%	N/A
	STM Individual	Standard Individual STM (14275)	23.00%	N/A
Guaranteed	STM & Association	Guaranteed Issue Association STM (14961)	11.50%	N/A
		-LIFE Association C (14956)*	11.50%	N/A
	STM Individual	Guaranteed Issue Individual STM (14347)	11.50%	N/A

*When TriOMED is sold with STM plan, Association will pay at Ancillary product schedule.

Schedule of Terms and Conditions

This Commission and Product Schedule shall apply to all policies issued and paid on or after the effective date set forth above, or otherwise approved by National General Accident and Health (“NGAH”). Products set forth on this Schedule are issued and underwritten by National Health Insurance Company, Integon National Insurance Company, and/or Integon Indemnity Corporation (hereafter collectively the “Products”).

1. Definitions
 - a. *First Year* means the commission disbursed relative to the sale of a new Product.
 - b. *Commissionable Premium* means the annual premium charged at initial policy or coverage issue.
 - c. *Renewal* means the commission for any business other than First Year Products, such as commission paid relative to the renewal of a Product.
2. Base commission will be calculated by multiplying the amount of the Commissionable Premium received by the commission rate determined under this Schedule.
3. Commission will be payable only for premium which is received from the insured and retained by NGAH.
4. The LIFE Association membership is not an insurance product. Any compensation paid on the Association Product is a marketing fee and will be paid in addition to any applicable commission.
5. NGAH reserves the right to determine the commission rate on replacement business. For purposes of this Schedule, “replacement” shall mean the substitution of insurance or other coverage under one NGAH Product for insurance or coverage under another NGAH Product.
6. NGAH may set commission rates for a NGAH form number or Product not shown on the Schedule.

7. If NGAH is paying Agency's Writing Agents, Agency is responsible for communicating the applicable commission to its Writing Agents and the applicable terms of the commission payments.
8. NGAH reserves the right to revise or discontinue the Schedule as is deemed appropriate, and to determine the clarifications of policies for compensation purposes. Other schedules may apply in certain other circumstances, such as where state mandates, special plans or agreements are in effect.
9. Payments made pursuant to this Schedule shall be paid to the Agency, unless otherwise agreed to by Agency and NGAH. Agency shall have one hundred eighty (180) days from the date that a commission payment is received to dispute the method of calculation and/or the amount of such payment. Disputes respecting compensation shall be subject to decision and settlement by NGAH's decision shall be final and binding upon the parties involved.
10. Notwithstanding anything herein to the contrary, NGAH reserves the right to stop paying commissions to the extent total commission payments fall below \$650 in any consecutive 12 month period.

Advanced Commissions

NGAH may, at its option, advance commissions to Agency or agent in anticipation of commissions to be earned by Agency or agent. If allowed, the following apply:

1. NGAH will charge a 3% fee in exchange for advancing commissions as set forth herein (advanced commissions x 3% = one-time fee per policy). Such fee shall be deducted from the advanced amount.
2. If a policy lapses during the first year and the commission has been advanced, the unearned commission will be charged to agent or Agency's account and will represent a commission debit balance owed NGAH. NGAH may, at any time, apply any and all commissions earned by agent or Agency to the repayment or any commissions previously advanced to agent or Agency, or to the repayment of any commission debit balance that has been incurred.
3. Agency and /or agent agrees that any and all amounts so advanced pursuant to this Schedule will, for all purposes, be deemed direct loans to agent or Agency for the repayment of which agent will be personally liable. Upon request, agent agrees to execute and deliver to NGAH such promissory notes to evidence agent's indebtedness to NGAH.
4. NGAH may demand repayment of any debit balance at any time. Agent and Agency agree that in the event it refuses to pay any indebtedness within thirty (30) days of written demand, NGAH is entitled to interest on the unpaid balance from the date written demand was made, in addition to all other legal remedies available.
5. In its sole discretion, NGAH may elect to revise or discontinue such advances of commission at any time.

Writing Agent Compensation

1. If Agency's Writing Agents are being paid directly, Agency is responsible for communicating the applicable Schedule Option to its Writing Agents and any change in such option. Agency is also responsible for communicating to Writing Agents the applicable terms of compensation payments set by NGAH herein.
2. Any Writing Agents Agency has authorized to receive compensation payments directly from NGAH, as identified pursuant to Section A, shall be paid compensation pursuant to the Schedule Option selected by Agency below. Unless otherwise authorized by NGAH, the Writing Agent Schedule Option applies to all policies issued and paid on or after January 31, 2017:

Writing Agent Marketing Fee and Product Schedule				
Agency may pick a Compensation structure for Agency's Writing Agents based on the Schedule Options below. Agency's override shall equal the Writing Agent Compensation Rates (as chosen by Agency) subtracted from Agency's Base Compensation Rate.				
Products			Commission Rates	
			(% of total Original Premium)	
			First Year	Renewal
Standard	Standard Individual (14275) -LIFE Association C (14956)*	A	14.00%	N/A
		B	16.00%	N/A
		C	18.00%	N/A
		D	20.00%	N/A
Guaranteed	Guaranteed Issue Individual (14347) -LIFE Association C (14956)*	A	7.00%	N/A
		B	8.00%	N/A
		C	9.00%	N/A
		D	10.00%	N/A

*When TrioMed sold with STM plan, Association will pay at Ancillary product schedule