



**Commission Advance Agreement  
(Applicable to Your Entire Hierarchy)**

You and Your appointed Agents can qualify to receive advanced commissions at the request of your MGA. The amount of the advance and reserve is based on each agent's own "Product Blended" Persistency. Agent's "Product Blended" Persistency will be reviewed quarterly. Newly appointed agents will have their persistency reviewed after their 3<sup>rd</sup> month.

If the "Companies" via Master General Agent advances monies to You, and/or your down-line agents, against anticipated compensation under your Compensation Schedule, You agree to pay the "Companies", upon demand the aggregate amount of all such monies so advanced, less any compensation due You and at the option of the "Companies", interest upon the unpaid balance of all such monies so advanced at a rate not greater than the current prime lending rate of the Chase Bank of Texas, Dallas, Texas.

In practice, the "Companies" will pay Commissions daily and will include statements made available to you. The amount of advanced commissions will be adjusted quarterly according to the "Commission Advance & Renewal Bonus Program".

**Basic Advance Formula:**

1. The "Companies" will advance 100% of either the first **six** or **nine** months of Commissions on "monthly bank draft or Direct Express Cards" mode only.
2. The "Companies" will retain 10% or 20% (as requested) of such advance in a salvage account;
3. The "Companies" will deduct any Commission "charge backs" due to lapses or other terminations occurring during the first year, first from the salvage account, and then from the current payable Commissions;

**CATEGORIES:**

**GOLD:** An agent with a 13<sup>th</sup> month "Product Blended" persistency rate of 70%> qualifies for a 9 month commission advance (with appropriate salvage account).

**SILVER:** An agent with a 13<sup>th</sup> month "Product Blended" persistency rate of 60% - <70% qualifies for a 9 month commission advance (with appropriate salvage account).

**BRONZE:** An agent with a 13<sup>th</sup> month "Product Blended" persistency rate of 55% - <60% *may, at the "Companies" and MGA's discretion, qualify for a 6 month commission advance (with appropriate salvage account).*

**WITNESS** the following signatures:

**APPLICANT**

\_\_\_\_\_  
(name of corporation, if licensing)

BY: \_\_\_\_\_  
(signature of principal "corporate" or individual)

\_\_\_\_\_  
(print name)

**MASTER GENERAL AGENT**

\_\_\_\_\_  
(name of corporation, if licensing)

BY: \_\_\_\_\_  
(signature of principal "corporate" or individual)

**GENERAL AGENT**

\_\_\_\_\_  
(name of corporation, if licensing)

BY: \_\_\_\_\_  
(signature of principal "corporate" or individual)

**LIBERTY BANKERS AND/OR THE CAPITOL  
LIFE INSURANCE COMPANY"**

BY: \_\_\_\_\_  
(signature of authorized employee)

\_\_\_\_\_  
(effective date)