

| Carrier Commission Cut-Off Schedule | | | |
|--|--------------------|--------------------------------|---|
| All dates are approximate | | | |
| Carrier Name | Min. Amount | Cut-off Date | Mail Date from Carrier |
| Allianz Life | \$25.00 | Friday | following Tuesday/\$0.00 EFT minimum |
| American General | \$25.00 | Every Friday | Checks biweekly mailed 3 bus days after cut off |
| American General | \$25.00 | Every Friday | EFT weekly 3 bus days after cut off |
| Aviva Life and Annuity | \$100.00 | EFT weekly every Friday | In account following Tuesday |
| Aviva Life and Annuity | \$300.00 | | Checks paid monthly |
| AXA - New Business | \$0.01 | Every Friday | Following Friday |
| AXA - Renewals | \$250.00 | | |
| Banner | \$50.00 | 10th, 20th, & EOM | Next day via 2 day FedEx/\$50.00 EFT minimum |
| Columbus Life - New Contract | \$25.00 | Wednesday | Friday (EFT) |
| Columbus Life - Currently Contracted | \$250.00 | Wednesday | Friday |
| Genworth Life & Annuity | \$50.00 | Weekly | EFT |
| Genworth Life & Annuity | \$50.00 | Quarterly | Quarterly |
| Hartford Life | \$0.00 | every Thursday | following Tuesday |
| ING Reliastar | \$50.00 | Every other Friday | EFT - weekly, in account following Wednesday |
| ING USA Annuities | \$25.00 | Daily/EFT | 3 Business days after issue |
| ING USA Annuities | \$200.00 | Issued Tues-Fri, Issued Monday | Following Thursday, Thursday of same week |
| Jefferson Pilot | \$100.00 | Every other Friday | Following Tuesday |
| John Hancock - (month-end) | \$25.00 | Every other Friday | |
| John Hancock - (mid-month) | \$50.00 | Every other Friday | |
| Lincoln Benefit | \$50.00 | Wednesdays | Following Monday |
| Lincoln National - (JP & Unified Products) EFT | \$10.00 | Every Friday | Following Wednesday |
| Lincoln National - (Term/No EFT) | \$125.00 | Every other Friday | Following Tuesday |
| Lincoln National - (JP & Unified products) | \$150.00 | Every Friday | Following Tuesday |
| MassMutual | \$50.00 | 1st & 3rd Tuesday | Following Friday via regular mail |
| MetLife DI | \$0.00 | Every Tuesday | Every Thursday |
| MetLife Investors - (EFT) | \$0.01 | 15th and End of Month | |
| MetLife Investors - (Check) | \$250.00 | | Quarterly/Year End Purge |
| MetLife LTC | \$25.00 | Every Friday | Following Wednesday |
| Minnesota Life | \$0.00 | every Friday | EFT following Wednesday |
| Nationwide Life | \$0.00 | EFT every Friday | following Monday |
| North American | \$100.00 | Every Friday & 24th | 2 days following - EFT Available |
| Phoenix Life | \$100.00 | 15th & 30th or EOM | 4 business days after cut-off |
| Presidential Life | \$25.00 | every Friday & End of month | |
| Principal Life | \$50.00 | 15th and EOM | Next day via regular mail |
| Protective Life | \$100.00 | Every Friday | Following Monday, No min. on EFT |
| Prudential Life | \$50.00 | Every Friday | following Thursday or Friday |
| RBC Insurance | \$0.00 | every Friday | following Monday |
| Reliance Standard | \$0.00 | Tuesday & Thursday | Wednesday & Friday |

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|------------------------|----------|----------------------|--|
| Security Mutual | \$10.00 | mid month and EOM | mid month and end of month |
| Standard Insurance | \$50.00 | mid and end of month | |
| Sun Life Financial/Ann | \$5.00 | 15th & EOM | 2 days following via 2-day air |
| Transamerica | \$100.00 | every other Friday | following Wednesday |
| United of Omaha | \$10.00 | Every Tuesday | Thursdays - EFT Available (in account on Friday) |
| West Coast Life | \$100.00 | EOM | 6 days following |
| West Coast Life - EFT | \$100.00 | Every Friday | In account the following Tuesday |
| Western Reserve | \$50.00 | Every Wednesday | Friday EFT Minimum \$50.00 |

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