

Product: American General - Elite UL
Insured: Male / Age 65 / Preferred Plus Non-Smoker
Illustration \$1 Million Death Benefit
 Level Annual Premium, Solve for \$1,000 of CSV at A100
Annual Premium: \$19,646.00
Target Premium: \$23,430.00
Compensation: Year 1 Compensation: 80 points
 Year 2 and excess: 3 points

Compensation: Year 1

Compensation Assuming No Rolling Target		Compensation Assuming 2 Year Rolling Target
\$ 19,646	Year 1 Premium (up to Target)	\$ 19,646
x 80 pts	x Year 1 Comp Rate (up to Target): 80 Points	x 80 pts
\$ 15,717	Year 1 Comp. (up to Target)	\$ 15,717
\$ 0.00	Year 1 Excess Premium	\$ 0.00
x 3 pts	x Comp Rate on Excess: 3.0 Points	x 3 pts
\$ 0.00	Year 1 Comp. On Excess	\$ 0.00
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\$ 15,717	Year 1 Comp. (up to Target)	\$ 15,717
\$ 0.00	+ Year 1 Comp. On Excess	\$ 0.00
\$ 15,717	Year 1 Total Compensation	\$ 15,717

In year 1, a total of \$ 23,430 (one Target Premium) could have been compensated at 80 points. When premium paid in Year 1 is less than the Target Premium, potential compensation is lost.

Compensation: Year 2

Compensation Assuming No Rolling Target		Compensation Assuming 2 Year Rolling Target
\$ 19,646	Year 2 Premium	\$ 19,646
\$ n/a	Amount that is counted towards the Year 1 Target Premium	\$ 23,430 (Target)
\$ n/a		- \$ 19,646 (Yr. 2 Prem.)
\$ -		\$ 3,784
\$ -	Year 2 Premium (up to 1st Target)	\$ 3,784
x 80 pts	x Comp Rate (up to 1st Target): 80 Points	x 80 pts
\$ -	Year 2 Comp. (up to 1st Target)	\$ 3,027
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\$ 19,646	Year 2 Excess Premium	\$ 19,646
x 3 pts	x Comp Rate on Excess: 3.0 Points	x 3 pts
\$ 589	Year 1 Comp. On Excess	\$ 476
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\$ -	Year 2 Comp. (up to 1st Target)	\$ 3,027
\$ 589	+ Year 2 Comp. On Excess	\$ 476
\$ 589	Year 2 Total Compensation	\$ 3,503

Compensation: Year 1 + Year 2

Compensation Assuming No Rolling Target		Compensation Assuming 2 Year Rolling Target
\$ 15,717	Year 1 Total Compensation	\$ 15,717
\$ 589	+ Year 2 Total Compensation	\$ 3,503
\$ 16,306	Total Compensation	\$ 19,220

15% Increase in Commission !!!