



Life Product Overview

THE LAFAYETTE LIFE INSURANCE COMPANY



Lafayette Life
Insurance Company

A member of Western & Southern Financial Group

Life Product Overview

Product:	CENTENNIAL SERIES WHOLE LIFE PRODUCTS					Protector Simplified Issue	Protector Graded Death Benefit	Marquis Centennial Indexed Universal Life
	Heritage	Contender 100	Patriot 100	Sentinel	Liberty			
Description	<i>Low, Level Premiums</i> Whole Life payable to age 100 or 20 years, whichever is longer.	<i>Long-term Performance</i> Whole Life payable to age 95 or 20 years, whichever is longer.	<i>Early Cash Value</i> Whole Life payable to age 75 or 30 years, whichever is longer.	<i>Highest Early Cash Value</i> Whole Life payable to age 65 or 20 years, whichever is longer.	<i>Single Premium</i> Single Premium Whole Life insurance. Pay one premium and pay no more.	Simplified Issue Whole Life targeted to older ages and smaller face amounts.	Whole Life insurance. Death Benefit is return of premium at 10% interest for the first 3 policy years.	Provides a fixed option and two indexed interest crediting methods within the index option for interest crediting.
Premiums Paid to the Later of	Age 100 or 20 years	Age 95 or 20 years	Age 75 or 30 years	Age 65 or 20 years	Single Premium	Single Premium; 5-Pay, 10-Pay to age 80; or Level Pay for life	Level Pay for Life	Flexible
Issue Ages Last Birthday	0-85	0-85	0-85	0-85	0-85	40-85	40-85	0-85
Minimum Face Amount:	\$5,000 all ages, \$25,000 for ages over 65 in WA; Preferred \$100,000 and up, ages 18-75		\$25,000 all ages; Preferred \$100,000 and up, ages 18-75			\$3,000 (WA: \$25,000) (SC: \$5,000)	\$3,000	\$100,000
Rate Classes: Nonsmoker = NS	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard 	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard 	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard 	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard 	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard 	<ul style="list-style-type: none"> Standard NS Smoker 	None	<ul style="list-style-type: none"> Preferred NS Standard NS Smoker Unisex Substandard
Basis of Values	2001 CSO, 4.5%	2001 CSO, 4.5%	2001 CSO, 4.0%	2001 CSO, 4.0%	2001 CSO, 4.0%	2001 CSO, 4.0%	2001 CSO, 4.0%	2001 CSO, 4.0%
Available for use in Qualified Plans?	Yes, minimum \$1,000 (\$3,000 state of WA)		Yes (except WA), minimum \$25,000		No	No	No	No
Optional Benefits and Riders	<ul style="list-style-type: none"> Accelerated Benefit Rider** Long-Term Care Rider Extended Care Benefit Accelerated Death Benefit Plus Payor Death Benefit Rider 	<ul style="list-style-type: none"> Accidental Death Term Insurance Rider Spouse Insurance Rider Children's Insurance Rider 	<ul style="list-style-type: none"> Guaranteed Purchase Option (GPO) Single Premium PUA Rider (SPUA) Level Premium PUA Rider Waiver of Premium Benefit 	<ul style="list-style-type: none"> SPUA Accelerated Benefit Rider** Long-Term Care Rider** Accelerated Death Benefit Plus** Extended Care Benefit** 	None	None	<ul style="list-style-type: none"> Waiver of Monthly Deduction Benefit No-Lapse Premium Waiver Benefit Accidental Death Benefit Spouse Insurance Rider Children's Insurance Rider Guaranteed Increase Option Accelerated Benefit Rider Term Insurance Rider Long-Term Care Rider 	
Term Riders	Annual Renewable Term: 10-, 20- or 30-year Term (check illustration software for availability)				No	No	No	No
Loans	The maximum loan value is tabular cash value as of the next premium due date plus the cash value of any Paid-Up Additions or Dividend Accumulations less any premium due, any policy loan, and any policy loan interest to the next premium due date. The loan interest charged is the greater of 5% or the Monthly Average of the Composite Yield on Seasoned Corporate Bond as published by Moody's Investors Service, Inc. or any successor to that service. Dividends are not affected by policy loans.					Same as Centennial Series Whole Life Products without dividend component.		The maximum loan value is the cash value less any policy loan and any policy loan interest to the next premium due date.
Withdrawals	Dividend accumulations may be withdrawn or Paid-Up Additional Insurance may be surrendered after the first policy year.					No	No	The cash value may be surrendered subject to certain rules and a \$15 charge.
Dividends	Dividends are not guaranteed. Any dividend for the first policy year will be credited upon the payment of the first modal premium of the second policy year. Dividends are not affected by policy loans.					None	None	None
Dividend Options*	<ul style="list-style-type: none"> Paid in Cash Reduce Premium*** 	<ul style="list-style-type: none"> Dividend Accumulations Paid-Up Additions (PUA) 				None	None	None
Banding	Band 1: \$5,000-\$24,999 Band 2: \$25,000-\$99,999	Band 3: \$100,000-\$249,999 Band 4: \$250,000-\$499,999	Band 5: \$500,000 and Up	None	None	None	None	None
Quantity Discount Factor:	\$40	\$40	\$40	\$40	\$150	\$50 Single Premium option, \$30 others	\$30	\$60
Modal Factor:	Preauthorized Monthly Withdrawal .085; Quarterly .26; Semiannual .51 ***					Preauthorized Monthly Withdrawal .083; Quarterly .25; Semiannual .50		Preauthorized Monthly Withdrawal .083; Quarterly .25; Semiannual .50

* See Agents Reference Manual for Dividend Rules ** Rider automatically added *** Not available on Liberty

Not all products are offered in all states. Check the Lafayette Life website (www.llic.com) for state specific limitations.

Life Product Overview

Product:	Vanguard-09 Universal Life	Centennial Term Series
Description	Low face amount, front-end load UL product for higher cash surrender value in early years. <i>Qualified Plans Only.</i>	Level Premium Term Life Insurance with 10-, 20- and 30-year plans. After level term period, annually increasing rates apply. Conversion available during level term period up to age 65.
Premiums Paid to the Later of	Flexible	Age 104
Issue Ages (Last Birthday)	0–85	10-Year: 18-75; 20-Year: 18-65; 30-Year: 18–55. Maximum issue age reduced in some underwriting categories.
Minimum Face Amount:	\$10,000; Preferred \$100,000, ages 18–75	\$100,000; Preferred rates available, ages 18–75
Rate Classes:	<ul style="list-style-type: none"> • Preferred NS • Standard NS • Smoker • Unisex • Substandard 	<ul style="list-style-type: none"> • Super Preferred NT • Preferred Plus NT • Preferred NT • Standard NT • Preferred Tobacco • Standard Tobacco • Substandard
Basis of Values	2001 CSO, 4.0%	2001 CSO
Available for use in Qualified Plans?	Yes	No
Optional Benefits and Riders	<ul style="list-style-type: none"> • Waiver of Monthly Deduction Benefit • Accelerated Benefit Rider 	<ul style="list-style-type: none"> • Waiver of Premium Benefit • Children’s Insurance Rider • Accelerated Benefit Rider
Term Riders	No	No
Loans	The maximum loan value is the cash value less any policy loan and any policy loan interest to the next premium due date.	No
Withdrawals	The cash value may be surrendered subject to certain rules and a \$15 charge.	No
Dividends	None	None
Dividend Options*	None	No
Banding	None	Band 1: \$100,000–\$249,999 Band 2: \$250,000–\$499,999 Band 3: \$500,000–\$999,999 Band 4: \$1,000,000 and Up
Quantity Discount Factor:	\$60	\$50
Modal Factor:	Preauthorized Monthly Withdrawal .083; Quarterly .25; Semiannual .50	Preauthorized Monthly Withdrawal .083; Quarterly .25; Semiannual .50

* See Agents Reference Manual for Dividend Rules.

Not all products are offered in all states. Check the Lafayette Life website (www.llic.com) for state specific limitations.

Life insurance products are issued and guaranteed by The Lafayette Life Insurance Company, Cincinnati, Ohio.

Guarantees are based on the claims paying ability of the company. The Lafayette Life Insurance Company operates in D.C. and all states except AK and NY, and is a member of Western & Southern Financial Group.

Feature and benefits are subject to underwriting and issue age restriction, as well as state availability and variations. Check the Lafayette Life website (www.llic.com) for state specific limitations.

Lafayette Life Policy Series: IUL-07, SPWL-05, TLP-08, VAN-09, WGB-07, WL-05-65, WL-05-75, WL-05-95, WL-05-100 and WSI-07. Rider Series: ABPR-05, ABR-92, ADB-05, CIR-05, ECB-WL-05, GPO-05, IUL-WP-07, LPUA-13, LTC-UL20, LTC-WL20, PDR-05, PIR-05, SI-UL, SIR-05, SPO-89, SPUA-05, TLR, TLR-08, TR-05, UABR, USPO-89, WMD-UL, WP-05 and WP-TLP-08.



**Lafayette Life
Insurance Company**

A member of Western & Southern Financial Group

Marketing General Agent Agreement: Schedule of Compensation

	Policy Year										
	First Policy Year Commission	Renewal Commissions									Service Fees
	1	2	3	4	5	6	7	8	9	10	11 & after
Other Whole Life Plans											
Protector Simplified Issue Series (WSI)											
WSI Level Pay (Issue Ages 80 and below)	100	8.4	7	7	7	7	7	7	7	7	0
WSI Level Pay (Issue Ages 81-85)	77	8.4	7	7	7	7	7	7	7	7	0
WSI 10 Pay	57	5.5	5.25	5.25	5.25	5.25	5.25	5.25	5.25	5.25	0
WSI 5 Pay	33	8.4	4.5	4.5	4.5	0	0	0	0	0	0
WSI Single Pay (Issue Ages 30-70)	12	0	0	0	0	0	0	0	0	0	0
WSI Single Pay (Issue Ages 71-75)	11	0	0	0	0	0	0	0	0	0	0
WSI Single Pay (Issue Ages 76-80)	10	0	0	0	0	0	0	0	0	0	0
WSI Single Pay (Issue Ages 81-85)	9.5	0	0	0	0	0	0	0	0	0	0
Protector -Graded Benefit	77	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	4.2	0

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

Marketing General Agent Agreement: Schedule of Compensation^(A)
Expressed as a percentage of Premiums Paid

	Policy Year										
	First Policy Year Commission	Renewal Commissions									Service Fees
	1	2	3	4	5	6	7	8	9	10	11 & after
Whole Life Plans											
Patriot 100 & Contender 100	105	10	10	6	6	6	6	6	6	6	2
Heritage	100	10	10	6	6	6	6	6	6	6	2
Sentinel	17	13	13	13	13	13	13	13	13	13	2
Liberty	5.7	0	0	0	0	0	0	0	0	0	0
PUA Riders											
Single	2	0	0	0	0	0	0	0	0	0	0
Level	2	2	2	2	2	2	2	2	2	2	2
Flexible	2	2	2	2	2	2	2	2	2	2	2
Term Plans											
Centennial Term											
10 Yr	75	0	0	0	0	0	0	0	0	0	0
20 Yr	85	0	0	0	0	0	0	0	0	0	0
30 Yr	100	0	0	0	0	0	0	0	0	0	0
10 TR-05 / TLR-08	60	3	3	3	3	3	3	3	3	3	0
TR-05 Rider	60	5	5	5	5	5	5	5	5	5	3
Low Cost Term	0	0	0	0	0	0	0	0	0	0	0

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

Marketing General Agent Agreement: Schedule of Compensation

Universal Life Policies and Riders											
For Universal Life plans, the percentages in Policy Year 1 are expressed as a percentage of paid Target Premiums (the "Target commission percentage"). For Policy Year 1, the commission percentage for paid Excess Premiums is 1.5% for the Centennial IUL and 3% for the Vanguard-09 (the "Excess commission percentage"). For policy years after Policy Year 1, the commission percentage is expressed as a percentage of Premiums paid. For Universal Life specified amount increases, please refer to the below chart. First Policy Year commission percentages are reduced by 10% for all guaranteed issue universal life insurance policies.											
	Policy Year										
	First Policy Year Commissions	Renewal Commissions									Service Fees
	1	2	3	4	5	6	7	8	9	10	11 & after
Centennial IUL	104	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Vanguard-09	104	3	3	3	3	3	3	3	3	3	3

Asset Based Compensation for Centennial IUL^(B)
Expressed in Basis Points (bp)

Policy Year (End)											
	1	2	3	4	5	6	7	8	9	10	11 & after
Centennial IUL	0	0	12 bp	12 bp	12 bp	12 bp	12 bp	12 bp	12 bp	12 bp	12 bp

Chart of Compensation for Universal Life Specified Amount Increases
(Expressed as a Percentage of Target Premium at the Attained Age at the time of the Increase)

Centennial IUL	104
Vanguard-09	104

Chart of Compensation for Waiver of Monthly Deduction Rider on a Universal Life Policy
(Expressed as a Percentage of Monthly Cost of Insurance)

Policy Year											
	1	2	3	4	5	6	7	8	9	10	11 & after
Centennial IUL	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Vanguard-09	3	3	3	3	3	3	3	3	3	3	3

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

Marketing General Agent Agreement: Schedule of Compensation^(A)
Expressed as a percentage of Premiums Paid

First Year Policy Commissions for Guaranteed Issue Life Insurance Policies

Plan Number of Lives:	5 to 25	26 to 75	76 & above
Life Plans			
Patriot 100	90	85	80
Contender 100	90	85	80
Heritage	85	80	75
Sentinel	13	9	6
Universal Life			
Centennial IUL	89	84	79
Vanguard-09	89	84	79

There shall be no reduction in the renewal commission percentages or service fee percentages set forth separately in this Schedule of Compensation for such policies.

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

**Marketing General Agent Agreement: Schedule of Compensation
Expressed as a percentage of Premiums Paid**

	Policy Year										
	First Policy Year Commissions	Renewal Commissions									
	1	2	3	4	5	6	7	8	9	10	11 & after
Annuities^(C)											
Marquis Flex 1	1.05	0	0	0	0	0	0	0	0	0	0
Group Marquis Flex	4.75	3.25	3.25	3.25	3.25	2.25	1.25	0.7	0	0	0
Marquis Flex 5 (Issue Ages below 70)	4.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Marquis Advant-Edge 5 (Issue Ages below 70)	4.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon 0 (Issue Ages below 70)	4.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon 1 (Issue Ages below 70)	4.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon G (Issue Ages below 70)	4.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Marquis Flex 5 (Issues Ages 70 and above)	3.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Marquis Advant-Edge 5 (Issues Ages 70 and above)	3.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon 0 (Issue Ages 70 and above)	3.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon 1 (Issue Ages 70 and above)	3.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Horizon G (Issue Ages 70 and above)	3.75	3.25	2.75	1.25	0.7	0	0	0	0	0	0
Marquis Flex 10 (Issue Ages below 70)	5.75	4.25	4.25	3.75	3.75	3.75	3.25	2.25	1.25	0.7	0
Marquis Advant-Edge 10 (Issue Ages below 70)	5.75	4.25	4.25	3.75	3.75	3.75	3.25	2.25	1.25	0.7	0
Marquis Flex 10 (Issue Ages 70 and above)	4.75	4.25	4.25	3.75	3.75	3.75	3.25	2.25	1.25	0.7	0
Marquis Advant-Edge 10 (Issue Ages 70 and above)	4.75	4.25	4.25	3.75	3.75	3.75	3.25	2.25	1.25	0.7	0
Horizon S (Issue Ages below 70)	4.75	0	0	0	0	0	0	0	0	0	0
Horizon S (Issue Ages 70 and above)	3.75	0	0	0	0	0	0	0	0	0	0
SPIA Life Income (Issue Ages Below 70)	3.1 ^(G)	0	0	0	0	0	0	0	0	0	0
SPIA Life Income (Issue Ages Above 69)	2.1 ^(G)	0	0	0	0	0	0	0	0	0	0
SPIA Installment Income (3-4 Years)	1.6 ^(G)	0	0	0	0	0	0	0	0	0	0
SPIA Installment Income (5-7 Years)	2.6 ^(G)	0	0	0	0	0	0	0	0	0	0
SPIA Installment Income (8 Years & Longer)	3.1 ^(G)	0	0	0	0	0	0	0	0	0	0
Marquis Centennial 3 (Issue Ages below 76)	2.25	1.25	0.7	0	0	0	0	0	0	0	0
Marquis Centennial 3 (Issue Ages 76 and above)	1.25	1.25	0.7	0	0	0	0	0	0	0	0
Marquis Centennial 5 (Issue Ages below 76)	4.25	3.25	2.25	1.25	0.7	0	0	0	0	0	0
Marquis Centennial 5 (Issue Ages 76 and above)	3.5	2.25	2.25	1.25	0.7	0	0	0	0	0	0
Marquis Centennial 7 & 10 issued prior to 9/16/12											
Marquis Centennial 7 (Issue Ages 70 and below)	6.25	5.25	4.25	3.25	2.25	1.25	0.7	0	0	0	0
Marquis Centennial 7 (Issue Ages 71-80)	5.25	4.25	4.25	3.25	2.25	1.25	0.7	0	0	0	0
Marquis Centennial 7 (Issue Ages 81 and above)	4.25	3.25	3.25	3	2.25	1.25	0.7	0	0	0	0

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

Marketing General Agent Agreement: Schedule of Compensation
Expressed as a percentage of Premiums Paid

	Policy Year										
	First Policy Year Commissions	Renewal Commissions									
	1	2	3	4	5	6	7	8	9	10	11 & after
Annuities^(C)											
Marquis Centennial 10 (Issue Ages 70 and below)	8.5	7.5	6.5	5.5	4.5	3.5	2.5	1.75	1.5	0.7	0
Marquis Centennial 10 (Issue Ages 71-80)	7.5	6.5	6.5	5.5	4.5	3.5	2.5	1.75	1.5	0.7	0
Marquis Centennial 10 (Issue Ages 81 and above)	5.5	4.5	4.5	3.5	3.5	2.5	2.5	1.75	1.5	0.7	0
Marquis Centennial 7 & 10 issued on or after 9/16/12											
Marquis Centennial 7 (Issue Ages 70 and below)	5.25	4.25	3.25	2.25	1.25	0.7	0.7	0	0	0	0
Marquis Centennial 7 (Issue Ages 71-80)	4.25	3.25	3.25	2.25	1.25	0.7	0.7	0	0	0	0
Marquis Centennial 7 (Issue Ages 81 and above)	3.25	3	3	2	1.25	0.7	0.7	0	0	0	0
Marquis Centennial 10 (Issue Ages 70 and below)	7.5	6.5	5.5	4.5	3.5	2.5	1.75	1.5	0.7	0.7	0
Marquis Centennial 10 (Issue Ages 71-80)	6.5	5.5	5.5	4.5	3.5	2.5	1.75	1.5	0.7	0.7	0
Marquis Centennial 10 (Issue Ages 81 and above)	4.5	3.5	3.5	2.5	2.5	1.75	1.75	1.5	0.7	0.7	0
Group Marquis Centennial	6.25	5.25	3.5	3.5	3.5	3.5	2.5	1.75	1.5	0.7	0
Horizon SPDA-08 (Issue Ages 0-75)											
Horizon 5/7	4.25	0	0	0	0	0	0	0	0	0	0
Horizon 3/5 & 5/5	3.25	0	0	0	0	0	0	0	0	0	0
Horizon SPDA-08 (Issue Ages 76+)											
Horizon 5/7	3.5	0	0	0	0	0	0	0	0	0	0
Horizon 3/5 & 5/5	2.25	0	0	0	0	0	0	0	0	0	0

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

Asset Based Compensation for Annuities^(D)
Expressed in Basis Points (bp)

	Policy Year										
	1	2	3	4	5	6	7	8	9	10	11 & after
Marquis Flex 10	0	0	0	0	7 bp	7 bp	7 bp	7 bp	7 bp	7 bp	15 bp
Marquis Flex 5	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Marquis Advant-Edge 10 ^(E)	0	0	0	0	7 bp	7 bp	7 bp	7 bp	7 bp	7 bp	15 bp
Marquis Advant-Edge 5 ^(F)	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Group Marquis Flex	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Horizon 0	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Horizon 1	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Horizon S	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Marquis Flex 1	0	60 bp	60 bp	60 bp	60 bp	60 bp	60 bp	60 bp	60 bp	60 bp	60 bp
Marquis Centennial 3	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Marquis Centennial 5	0	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Marquis Centennial 7* ^(H)	0	0	0	0	0	0	0	15 bp	15 bp	15 bp	15 bp
Marquis Centennial 10* ^(H)	0	0	0	0	0	0	0	0	0	0	15 bp
Group Marquis Centennial	0	0	0	0	0	0	0	0	0	0	15 bp
Horizon SPDA-08 3/5 & 5/5	0	0	0	0	0	15 bp	15 bp	15 bp	15 bp	15 bp	15 bp
Horizon SPDA-08 5/7	0	0	0	0	0	0	0	15 bp	15 bp	15 bp	15 bp

Notwithstanding any term or provision describing asset based compensation to the contrary, with respect to any Group Marquis Centennial policy that is produced by you while this Agreement is in effect or produced by an agent while assigned to you while this Agreement is in effect, Asset Based Compensation is payable as follows. Asset Based Compensation is 3/20 of 1% of the policy's net accumulated policy value (less any premium amount described below) and is payable annually starting at policy anniversary 11 and is payable on each policy anniversary thereafter while this policy is in force and while this Agreement is in effect. Asset Based Compensation is calculated as of the date of the applicable policy anniversary, and the policy's net accumulated policy value upon which the compensation is based is reduced by any premium credited to such policy value within the 12 months immediately preceding the applicable policy anniversary upon which the Asset Based Compensation calculation is made.

The compensation to be paid to you under this Schedule pertaining to any insurance product will be reduced by any compensation due or payable to any Marketing General Agent, Independent General Agent or other agent pertaining to such insurance product.

***Asset Based Compensation does not apply to policies issued on or after 9/16/12.**

^(A)Except as noted otherwise in this Agreement, commissions and service fees on premiums for Optional Benefits sold as riders will be calculated using the same percentages of such premiums as the commissions and service fees for the policy to which the rider is attached. No commissions or service fees are paid on dividends used to purchase paid-up insurance. Policy fees are noncommissionable for the Elite Term Series and Whole Life Plans.

^(B)For Centennial IUL policies produced by you while this Agreement is in effect or produced by an agent while assigned to you while this Agreement is in effect, asset based compensation is based upon the net accumulated policy value as of the end of the policy year listed, subject to the terms and conditions of this Agreement. For purposes of calculating percentages, 100 basis points equals 1%.

^(C)The Marquis Flex 1 refers to the Marquis Flex plan that has a withdrawal charge period of 1 year. The Marquis Flex 5 refers to the Marquis Flex plan that has a withdrawal charge period of 5 years. The Marquis Flex 10 refers to the Marquis Flex plan that has a withdrawal charge period of 10 years.

^(D)For the annuity policies identified in the Chart of Asset Based Compensation for Annuities that are produced by you while this Agreement is in effect or produced by an agent while assigned to you while this Agreement is in effect, asset based compensation is payable annually starting at the policy anniversary for a policy as listed in the Chart of Asset Based Compensation for Annuities and is payable on each policy anniversary thereafter while the policy is in force and while this Agreement is in effect. Asset Based Compensation is calculated as of the date of the applicable policy anniversary. For calculation purposes, 100 basis points equals 1%.

^(E)Notwithstanding any term to the contrary regarding the calculation of asset based compensation, with respect to any Marquis Advant-Edge 10 policy produced by you while this Agreement is in effect or produced by an agent while assigned to you while this Agreement is in effect, any asset based compensation pertaining to the 10th policy anniversary is payable on the 10th policy anniversary plus 60 days (the "10th Policy Anniversary ABC Calculation Date"). Any asset based compensation payable on the 10th Policy Anniversary ABC Calculation Date shall be based upon and paid as a percentage of the difference of the net accumulated policy value calculated as of the 10th Policy Anniversary ABC Calculation Date less any premium credited to such policy value within the 12 months immediately preceding the 10th Policy Anniversary ABC Calculation Date.

^(F)Notwithstanding any term to the contrary regarding the calculation of asset based compensation, with respect to any Marquis Advant-Edge 5 policy that is produced by you while this Agreement is in effect or produced by an agent while assigned to you while this Agreement is in effect, any asset based compensation pertaining to the 5th policy anniversary is payable on the 5th policy anniversary plus 60 days (the "5th Policy Anniversary ABC Calculation Date"). Any asset based compensation payable on the 5th Policy Anniversary ABC Calculation Date shall be based upon and paid as a percentage of the difference of the net accumulated policy value calculated as of the 5th Policy Anniversary ABC Calculation Date less any premium credited to such policy value within the 12 months immediately preceding the 5th Policy Anniversary ABC Calculation Date.

^(G)The Commission percentages on Single Premium Immediate Annuities will be reduced by 50 basis points for all premiums in excess of \$1 million.

^(H)Notwithstanding any term to the contrary, there is no Asset Based Compensation payable on Marquis Centennial 7 & 10 annuities issued on or after 9/16/12.