



INFORMATION CIRCULAR

DATE: December 31, 2019 **N° 2019-27**
CATEGORY: **INSURANCE**
TO: Managing General Agents, Associate General Agents, Advisors, General Agents and National Accounts
SUBJECT: Commission Bonus Extended – the Fast & Full® Life App will still earn 10% more FYC than paper in 2020

We are pleased to announce that Empire Life will continue to offer 10% more FYC (first year commission) on life insurance sales submitted through our Fast & Full® Life Application until June 30, 2020*. This additional commission is eligible for bonus commission.

Fast & Full® saves time and helps you settle apps faster – **7 days vs 24 days for paper applications**** – while reducing printing and delivery costs.

Commission schedule details*

Product	Paper FYC	Fast & Full FYC
EstateMax® & Optimax Wealth® Life Pay & 20 Pay	50%	55%
EstateMax® & Optimax Wealth® 10 Pay	35%	38.5%
EstateMax® & Optimax Wealth® 8 Pay & Solution ART	25%	27.5%
Solution 10 & Solution 20	45%	50%
Solution 30 & Solution 100	50%	55%
Guaranteed Life Protect™	35%	38.5%
CI Protect & CI Protect Plus	45%	50%
Additional benefits (does not apply)	70%	70%

What's new on Fast & Full®?

- Completely human-less, digital, straight-through processing for some applications.
- EstateMax® 10 Pay and Optimax Wealth® 10 Pay options for participating life are now available.
- No-medical underwriting for all life products with face amounts up to \$750,000 for those aged 18 to 45.

Benefits of Fast & Full®

- Automation features like eHQ, PAD-on-Approval and eContract Delivery allow advisors to focus on high-value customer activities.
- More relaxed underwriting means most policies now issued without a medical exam or interview.
- Potential for policy issue in as little as 2 hours of receiving auto approved applications**.

Reference

Mike Stocks, Vice President and Chief Marketing Officer, Retail

* Available on all life insurance products and applications using the Fast & Full® Life Application. This promotion can be withdrawn by Empire Life at any time.

** Time to issue for Fast & Full Life Applications using eHQ auto-approval vs. paper applications. Period from January to November 2019 - Empire Life data on file.