INFORMATION CIRCULAR

DATE:	November 19, 2020 **N° 2020-36**
CATEGORY:	**COMPENSATION**
TO:	Managing General Agents, Associate General Agents, Brokers, General Agents, Independent Financial Advisors and National Accounts
SUBJECT:	**Revised Commission Schedule**

Attached please find an updated Commission Schedule. The Commission Schedule has been updated for the following:

Addition of the product commissions for

- Empire Life Disability Credit Protect Rider

Please reference Information Circular 2020-31 New Empire Life Disability Credit Protect Rider for Par and Solution Series plans

Steve MacCharles, Vice-President and Product Actuary

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EMPIRE LIFE COMMISSION SCHEDULE

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Empire Life®

GENERAL INFORMATION

Payments of the commissions shown in this Commission Schedule are subject to the terms of the applicable Advisor agreement between you and The Empire Life Insurance Company ("Empire Life") and to the following conditions:

1) Extra Premiums

On Individual Life and Individual Health plans, where extra premiums are charged for special hazards or health impairments, a first year commission rate of the lesser of 50% or the first year commission rate for the applicable plan, will be paid on these extra premiums. In subsequent policy years, the commission on these extra premiums will be in accordance with the Commission Schedule rates applicable to those years and plan types.

2) Chargebacks

If an Individual Life or Individual Health coverage lapses within the first twenty-four (24) months after issue, we will chargeback the compensation paid for each premium not received. Compensation includes First Year Commission and applicable bonus or override.

For Guaranteed Life Protect, if the insured dies within the first 24 months due to a cause other than an accident and the Death Benefit is return of premiums paid, we will chargeback the compensation paid, including the First Year Commission and applicable bonus or override.

3) Joint First-to-Die and Joint Last-to-Die Products

Commissions are the same as for a single life at the Single Equivalent Age (SEA), for the plan and volume selected.

4) FundSERV

Compensation for investment product plans set out in this Commission Schedule does not apply to any plans settled using the FundSERV system or transacted through a Dealer (collectively, "FundSERV policies"). All compensation for FundSERV policies is payable to the MGA, AGA or National Account (collectively, "Dealer") according to the terms agreed upon by Empire Life and the Dealer. Dealers are responsible for paying any and all compensation for FundSERV policies to their Advisors according to the terms agreed upon by the Dealer and its Advisors. Empire Life is not responsible for paying any compensation to Advisors for FundSERV policies.

5) Group Conversions

Any placement that is the result of a client exercising a Group Conversion Option is ineligible for commissions or any other form of advisor compensation.

6) Conversion Rules

The following rules cover most occurrences, (please refer to Account Manager for situations not described):

- Conversion of policy less than two years old by original Advisor: the original policy is treated as a lapse, with normal chargeback of compensation. Full compensation is extended on the new policy.
- Conversion of policy less than two years old by different Advisor, original Advisor is active or terminated with compensation vesting: there is no chargeback of compensation to the original Advisor. The replacing Advisor receives compensation on the new case less the chargeback on the original case. The original Advisor will be notified of the replacement.
- Conversion of policy less than two years old by a different Advisor, and the original Advisor is no longer active, and compensation is not vested: the replacing Advisor receives compensation on the new case, less the chargeback on the original case.
- Conversion of policies older than two years: no chargebacks are involved, but notice will be given to the original active or terminated with vesting Advisor where a different Advisor is involved.

7) Internal Replacement Policy

The following rules cover most occurrences, (please refer to Account Manager for situations not described).

When a new policy replaces an existing policy, commissions paid on the new policy will be reduced based on following chart:

Replacement prior to receiving all premiums for:	Commissions on new policy will be reduced by:
Years 1 and 2	100% of the commission on the original case.
Year 3	75% of the commission on the original case.
Year 4	50% of the commission on the original case.
Year 5	25% of the commission on the original case.

Additional clarification concerning replacement of policies less than two years old:

Advisor is:	Impact on original Advisor	Impact on Replacing Advisor
Original Advisor	Greater of the normal chargeback or the 100% FYC restriction on the original case.	N/A
Different Advisor and the original Advisor is active or terminated with vesting.	Chargeback of compensation as per contractual agreement.	Commissions on new policy will be reduced by 100% of the commission on the original case.
Different Advisor and the original Advisor is not active and/or not vested.	N/A	Commissions on new policy will be reduced by 100% of the commission on the original case.

COMMISSION SUMMARY

(Note the Commission Summary is meant as a quick and convenient reference chart. For additional details please refer to the applicable section within the Commission Schedule).

Individual Life Insurance Plans and Individual Health Insurance Plans	Policy Years 1	2	3 to 5	6 Plus
ESTATEMAX® & OPTIMAX WEALTH®				
EstateMax and Optimax Wealth Life Insurance Component 100 Pay and 20 Pay**	50%	5%	5%	2%*
10 Pay**	35%	5%	5%	2%*
8 Pay**	25%	5%	5%	2%*

* The 6 Plus commission on EstateMax and Optimax Wealth is only available on coverages sold through either an MGA or National Account.

**Renewal commissions are only payable while premiums are being paid

SOLUTION SERIES®				
Solution ART®	25%	10%	10%	2%*
Solution 10®	45%	5%	5%	2%*
Solution 20®	45%**	5%	5%	2%*
Solution 25™	47.5%**	5%	5%	2%*
Solution 30®	50%**	5%	5%	2%*
Solution 100®	50%	5%	5%	2%*

* The 6 Plus commission on Solutions Series is only available on coverages sold through either an MGA or National Account and sold after January 1, 2007

** For the Term Exchange Program, the first year commissions are reduced to 25%

GUARANTEED LIFE PROTECT	35%	5%	5%	2%*

* The 6 Plus commission on Guaranteed Life Protect is only available on coverages sold through either an MGA or National Account

CI PROTECT				
CI Protect 10	45%	5%	5%	2%*
CI Protect 20				
CI Protect Plus 10	45%	5%	5%	2%*
CI Protect Plus 20				
CI Protect Plus 75				

* The 6 Plus commission on CI Protect 10 and 20 and CI Protect Plus 10, 20 and 75 is only available on coverages sold through either an MGA or National Account.

Additional Benefits	70%*	10%	10%	N/A

*For Additional Benefits attached to an 8 Pay or 10 Pay coverage, the first year commissions are reduced to 35%

EMPIRE LIFE DISABILITY CREDIT PROTECT RIDER	35%	5%	5%	2%*

* The 6 Plus commission on Empire Life Disability Credit Protect is only available on coverages sold through either an MGA or National Account.

Investment Product Plans	Deposit Commission	Trailer Commission
SINGLE PREMIUM IMMEDIATE ANNUITIES AND TERM CERTAIN ANNUITIES OF 10 YEARS OR MORE (SPIAS)		
First $100,000 of cumulative premiums	2.25%	N/A
Next $100,000 of cumulative premiums	1.50%	N/A
Excess over $200,000 of cumulative premiums	0.75%	N/A
GUARANTEED INVESTMENT FUNDS (GIF) – 75/75, 75/100 AND 100/100 PLANS		
Segregated Funds		See detail
DSC	2.32%	
Low Load (LL)	1.16%	
No Load (NL)	1.63%	
Front End Load (FE)	0 - 2.32%	
Fee For Service (FFS)	N/A	
CLASS PLUS 3.0		
DSC	2.32%	See detail
Low Load (LL)	1.16%	
No Load (NL)	1.63%	
Front End Load (FE)	0 - 2.32%	
Fee For Service (FFS)	N/A	
GUARANTEED INTEREST CONTRACT (GIC)		
Daily Interest Option	N/A	0.54%
Guaranteed Interest Option	0.25% per year (same for reinvestments)	N/A
OPTION PLUS GROUP RSP		
Treasury Interest Option	0.30%	0.40%
Guaranteed Interest Option	0.25% per year sold	0.30%
Segregated Funds (excluding Money Market)	1.00%	see detail
Money Market	0.075%	0.10%

Note: Investment policies settled using the FundSERV system are excluded for consideration from this Commission Schedule. Compensation for these policies will be as detailed by the ancillary agreements that granted FundSERV accessibility.

INDIVIDUAL LIFE INSURANCE PLANS

ESTATEMAX

Life Insurance Component

Product	Policy Years 1	2 to 5	6 Plus
EstateMax 100 Pay and EstateMax 20 Pay**	50%	5%	2%*
EstateMax 10 Pay**	35%	5%	2%*
EstateMax 8 Pay**	25%	5%	2%*

* The 6 Plus commission on EstateMax is only available on coverages sold through either an MGA or National Account.
**Renewal commissions are only payable while premiums are being paid.

EstateMax Additional Deposit Option

Commissions - all years	4%
Commissions paid when Paid-Up Additions purchased	

EstateMax Side Account

a) New Deposits Commission	N/A
b) Anniversary Trailer Commissions	N/A

OPTIMAX WEALTH

Life Insurance Component

Product	Policy Years 1	2 to 5	6 Plus
Optimax Wealth 100 Pay and Optimax Wealth 20 Pay**	50%	5%	2%*
Optimax Wealth 10 Pay**	35%	5%	2%*
Optimax Wealth 8 Pay**	25%	5%	2%*

* The 6 Plus commission on Optimax Wealth is only available on coverages sold through either an MGA or National Account.
**Renewal commissions are only payable while premiums are being paid.

Optimax Wealth Additional Deposit Option

Commissions - all years	4%
Commissions paid when Paid-Up Additions purchased	

Optimax Wealth Side Account

a) New Deposits Commission	N/A
b) Anniversary Trailer Commissions	N/A

Additional Life Insurance Products

Product	Policy Years 1	2 to 5	6 Plus
SOLUTION SERIES			
Solution ART	25%	10%	2%*
Solution 10	45%	5%	2%*
Solution 20	45%**	5%	2%*
Solution 25	47.5%**	5%	2%*
Solution 30	50%**	5%	2%*
Solution 100	50%	5%	2%*
* The 6 Plus commission on Solution Series is only available on coverages sold through either an MGA or National Account and sold after January 1, 2007 ** For the Term Exchange Program, the first year commissions are reduced to 25%			
Additional Benefits attached to Individual Life Policies	70%*	10%	N/A
*For Additional Benefits attached to an 8 Pay or 10 Pay coverage, the first year commissions are reduced to 35%			

Additional Benefits include Guaranteed Insurability Rider, Children's Life Rider, Children's Critical Illness Rider, Accidental Death & Dismemberment, Waiver of Premium.

Product	Policy Years 1	2 to 5	6 Plus
Guaranteed Life Protect	35%	5%	2%*
* The 6 Plus commission on Guaranteed Life Protect is only available on coverages sold through either an MGA or National Account			

Individual Health Insurance Plans

Product	Policy Years 1	2 to 5	6 Plus
CI Protect 10	45%	5%	2%*
CI Protect 20			
CI Protect Plus 10	45%	5%	2%*
CI Protect Plus 20			
CI Protect Plus 75			
* The 6 Plus commission on CI Protect 10 and 20 and CI Protect Plus 10, 20 and 75 is only available on coverages sold through either an MGA or National Account.			
Additional Benefits attached to CI Protect Plus 10, 20 and 75	70%	10%	N/A

Disability Insurance

Product	Policy Years 1	2 to 5	6 Plus
Empire Life Disability Credit Protect	35%	5%	2%*
* The 6 Plus commission on Empire Life Disability Credit Protect is only available on coverages sold through either an MGA or National Account			

Empire Life Disability Credit Protect is only available as a rider on Optimax Wealth, EstateMax and Solution Series.

INVESTMENT PRODUCT PLANS

Single Premium Immediate Annuities and Term Certain Annuities of 10 Years or More (SPIAs)

New Deposits Commissions

a) First $100,000 of cumulative premiums	2.25%
b) Next $100,000 of cumulative premiums	1.50%
c) Excess over $200,000 of cumulative premiums	0.75%

SPIA purchases, which are the result of a transfer from a pre-existing Empire Life policy, may be subject to commission adjustments in those instances where either market value adjustments or surrender charges are being waived to accommodate the SPIA purchase.

Guaranteed Investment Funds (GIF) – 75/75, 75/100 and 100/100 Plans

Segregated Funds

a) New Deposits Commission

DSC	LL	NL	FE	Fee For Service (FFS)
2.32%	1.16%	1.63%	Equal to Sales Charge divided by 2.15*	N/A

*Valid sale charges are 0% to 5%

b) Trailer Commissions

Fund	DSC	LL	NL	FE	FFS
MONEY MARKET FUNDS					
Money Market GIF	0.06% before the Withdrawal Fee Schedule ends 0.11% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.06% for years 2-4, 0.11% thereafter	0.11%	N/A
FIXED INCOME FUNDS					
Bond GIF	0.11% before the Withdrawal Fee Schedule ends 0.23% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.11% for years 2-4, 0.23% thereafter	0.23%	N/A
Strategic Corporate Bond GIF					
Short Term High Income GIF					
BALANCED FUNDS					
Income GIF	0.23% before the Withdrawal Fee Schedule ends 0.46% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.46% thereafter	0.46%	N/A
Balanced GIF					
Monthly Income GIF					
Dividend Balanced GIF					
Asset Allocation GIF					
Global Asset Allocation GIF					
Multi-Strategy Conservative Portfolio GIF					
Multi-Strategy Balanced Portfolio GIF					
Multi-Strategy Moderate Growth Portfolio GIF					

Fund	DSC	LL	NL	FE	FFS
EQUITY FUNDS					
Dividend Growth GIF	0.23% before the Withdrawal Fee Schedule ends 0.46% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.46% thereafter	0.46%	N/A
Canadian Equity GIF					
Elite Equity GIF					
Small Cap Equity GIF					
American Value GIF					
Global Equity GIF					
International Equity GIF					
Global Smaller Companies GIF					
Global Dividend Growth GIF					
Multi-Strategy Canadian Equity GIF					
Multi-Strategy US Equity GIF					
Multi-Strategy Global Equity GIF					
EMBLEM GIF PORTFOLIOS					
Emblem Diversified Income Portfolio GIF	0.17% before the Withdrawal Fee Schedule ends 0.34% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.17% for years 2-4, 0.34% thereafter	0.34%	N/A
Emblem Conservative Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.46% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.46% thereafter	0.46%	N/A
Emblem Balanced Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.51% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.51% thereafter	0.51%	N/A
Emblem Moderate Growth Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.58% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.58% thereafter	0.58%	N/A
Emblem Growth Portfolio GIF					
Emblem Aggressive Growth Portfolio GIF					
Emblem Global Conservative Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.46% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.46% thereafter	0.46%	N/A
Emblem Global Balanced Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.51% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.51% thereafter	0.51%	N/A
Emblem Global Moderate Growth Portfolio GIF	0.23% before the Withdrawal Fee Schedule ends 0.58% after the Withdrawal Fee Schedule ends		0% in 1st year, 0.23% for years 2-4, 0.58% thereafter	0.58%	N/A
Emblem Global Aggressive Growth Portfolio GIF					

Additional Notes – Guaranteed Investment Funds (GIF)

1) Trailer Commissions
   a) Paid monthly, (The Annual Trailer rate divided by twelve)
   b) Based upon the Average Daily Balance during the month
   c) DSC and LL trailer commission rates are based on each deposit date
2) Front-End (FE) Load Deposit Commissions range from 0% to 2.32% and are equal to the sales charge assessed against the deposit, divided by 2.15
3) Funds surrendered from a No Load (NL) purchase option, within 36 months of deposit are assessed a commission chargeback
   a) The amount charged back will equal the proportionate commission paid multiplied by the percentage shown in the following table
   b) Chargebacks are calculated at a fund level on a first in, first out basis (matured units and free units will be considered withdrawn first).
      i) Chargebacks will be waived on 10% of the units annually (20% for RRIF plans).

Number of Months from Deposit Date	Chargeback Percentage	Number of Months from Deposit Date	Chargeback Percentage
1 -12	100%	25	48%
13	96%	26	44%
14	92%	27	40%
15	88%	28	36%
16	84%	29	32%
17	80%	30	28%
18	76%	31	24%
19	72%	32	20%
20	68%	33	16%
21	64%	34	12%
22	60%	35	8%
23	56%	36	4%
24	52%	37+	0%

Example: Assumes a single deposit to one fund

Transaction	Date	Amount	Unit Price	Units	Free Units	Commission	Proportionate Chargeback	Chargeback Amount
Deposit	01Feb2019	$15,000	$10	1500	150	$244.50	N/A	N/A
Withdrawal	01Dec2019	$18,000	$12	1500	150	$ 244.50	(1500-150) /1500 = 90%	$244.50 * 90% = $220.05

Class Plus 3.0

Segregated Funds

a) New Deposits Commission

DSC	LL	NL	FE	Fee For Service (FFS)
2.32%	1.16%	1.63%	Equal to Sales Charge divided by 2.15*	N/A

*Valid sale charges are 0% to 5%

b) Trailer Commissions

Fund	DSC	LL	NL	FE	FFS
MONEY MARKET FUNDS					
Money Market GIF	0.06%	0.08%	0% in 1st year, 0.08% thereafter	0.11%	
FIXED INCOME FUNDS					
Bond GIF	0.11%	0.16%	0% in 1st year, 0.16% thereafter	0.23%	
BALANCED FUNDS					
Income GIF	0.23%	0.32%	0% in 1st year, 0.32%, thereafter	0.46%	N/A
Balanced GIF					
Global Balanced GIF					
Monthly Income GIF					
Dividend Balanced GIF					
Elite Balanced GIF					
Asset Allocation GIF					
Global Asset Allocation GIF					
EMBLEM GIF PORTFOLIOS					
Emblem Diversified Income Portfolio GIF	0.17%	0.23%	0% in 1st year, 0.23% thereafter	0.34%	
Emblem Conservative Portfolio GIF	0.23%	0.32%	0% in 1st year, 0.32% thereafter	0.46%	
Emblem Balanced Portfolio GIF	0.23%	0.34%	0% in 1st year, 0.34% thereafter	0.51%	
Emblem Moderate Growth Portfolio GIF	0.23%	0.37%	0% in 1st year, 0.37% thereafter	0.58%	N/A
Emblem Growth Portfolio GIF					
Emblem Global Conservative Portfolio GIF		0.32%	0% in 1st year, 0.32% thereafter	0.46%	
Emblem Global Balanced Portfolio GIF		0.34%	0% in 1st year, 0.34% thereafter	0.51%	
Emblem Global Moderate Growth Portfolio GIF		0.37%	0% in 1st year, 0.37% thereafter	0.58%	

Additional Notes – Class Plus 3.0

1) **Trailer Commissions**

   a) Paid monthly, (The Annual Trailer rate divided by twelve)

   b) Based upon the Average Daily Balance during the month

2) **Front-End (FE) Load Deposit Commissions can range from 0% to 2.32% and are equal to the sales charge assessed against the deposit, divided by 2.15**

3) **Funds surrendered from a No Load (NL) purchase option, within 36 months of deposit are assessed a commission chargeback**

   a) The amount charged back will equal the proportionate commission paid multiplied by the percentage shown in the following table

   b) Chargebacks are calculated at a fund level on a first in, first out basis. (matured units and free units will be considered withdrawn first).

      i) Chargebacks will be waived on 10% of the units annually (20% for RRIF plans).

Number of Months from Deposit Date	Chargeback Percentage	Number of Months from Deposit Date	Chargeback Percentage
1 -12	100%	25	48%
13	96%	26	44%
14	92%	27	40%
15	88%	28	36%
16	84%	29	32%
17	80%	30	28%
18	76%	31	24%
19	72%	32	20%
20	68%	33	16%
21	64%	34	12%
22	60%	35	8%
23	56%	36	4%
24	52%	37+	0%

Example: Assumes a single deposit to one fund

Transaction	Date	Amount	Unit Price	Units	Free Units	Commission	Proportionate Chargeback	Chargeback Amount
Deposit	01Feb2019	$15,000	$10	1500	150	$244.50	N/A	N/A
Withdrawal	01Dec2019	$18,000	$12	1500	150	$ 244.50	(1500-150) /1500 = 90%	$244.50* 90% = $220.05

Guaranteed Interest Contract (GIC)

1) Daily Interest Option

Trailer Commissions 0.54% (annual rate)

a) Paid monthly (Annual Trailer rate divided by 12)

b) Based on the Average Daily Balance during the month

c) Trailer commissions are ineligible for bonus

2) Guaranteed Interest Option

a) New Deposits Commissions & Reinvestments

Investment Term	Commission Rate	Investment Term	Commission Rate
30 days	30/365 x 0.25%	90 days	90/365 x 0.25%
180 days	180/365 x 0.25%	—	—
1 year	0.25%	1.5 year	0.375%
2 year	0.50%	2.5 year	0.625%
3 year	0.75%	3.5 year	0.875%
4 year	1.00%	4.5 year	1.125%
5 year	1.25%	5.5 year	1.375%
6 year	1.50%	6.5 year	1.625%
7 year	1.75%	7.5 year	1.875%
8 year	2.00%	8.5 year	2.125%
9 year	2.25%	9.5 year	2.375%
10 year	2.50%	—	—

Option Plus Group RSP

1) Treasury Interest Option

a) New Deposits Commission 0.30%

b) Anniversary Trailer Commissions 0.40%

2) Guaranteed Interest Option

a) New Deposits Commission

Investment Term	Commission Rate	Investment Term	Commission Rate
1 year	0.25%	1.5 year	0.375%
2 year	0.50%	2.5 year	0.625%
3 year	0.75%	3.5 year	0.875%
4 year	1.00%	4.5 year	1.125%
5 year	1.25%	6 year	1.50%
10 year	2.50%	—	—

b) Anniversary Trailer Commissions 0.30%

The Guaranteed Interest Option's Anniversary Trailer Commissions are based upon the accumulated value of certificates that were the result of a reinvestment; (i.e. the certificate has passed its first reinvestment date).

3) Segregated Funds (excluding Money Market)

a) New Deposits Commission 1.00%

b) Trailer Commissions

i) For policies administered under the Managing General Agents Agreement and issued after July 20th, 2008

(1) The Annual Trailer Rate is 0.40%
(2) Trailer Commissions are paid monthly.
(3) Trailer Commission will be based upon total value of Segregated Funds, (excluding Money Market), less Segregated Fund deposits in the last twelve months multiplied by The Annual Trailer rate divided by twelve.

ii) For policies issued prior to July 21st, 2008 or administered under either the General Agent's Agreement or Producer's Agreement.

(1) The Trailer is classified as an Anniversary Trailer Commission
(2) The Annual Trailer Rate is 0.85%
(3) Trailer Commissions are paid annually.

(a) For money purchase pension plans, trailer commissions are paid at the end of the plan year on the entire group.
(b) For RRSPs, trailer commissions are calculated and paid based upon the anniversary date of each member's certificate.

(4) Trailer Commission will be based upon total value of Segregated Funds, (excluding Money Market), less Segregated Fund deposits in the last twelve months multiplied by The Annual Trailer rate.

4) Money Market

a) New Deposits Commission 0.075%

Surrenders from the Money Market Fund within three months of the deposit date will be subject to full commission chargeback.

b) Trailer Commissions

i) For policies administered under the Managing General Agents Agreement and issued after July 20th, 2008

(1) The Annual Trailer Rate is 0.10%
(2) Trailer Commissions are paid monthly.
(3) Trailer Commission will be based upon total value of Money Market less Money Market deposits in the last twelve months multiplied by The Annual Trailer rate divided by twelve.

ii) For policies issued prior to July 21st, 2008 or administered under either the General Agent's Agreement or Producer's Agreement.

(1) The Trailer is classified as an Anniversary Trailer Commission
(2) The Annual Trailer Rate is 0.10%
(3) Trailer Commissions are paid annually.

(a) For money purchase pension plans, trailer commissions are paid at the end of the plan year on the entire group.
(b) For RRSPs, trailer commissions are calculated and paid based upon the anniversary date of each member's certificate.

(4) Trailer Commission will be based upon total value of Money Market less Money Market deposits in the last twelve months multiplied by The Annual Trailer rate.

Additional Notes – Option Plus Group RSP

1) **Option Plus Group RSP Anniversary Trailer Commissions are calculated on the accumulated value of the investment option at the policy anniversary date less all deposits made during the preceding twelve months.**

   a) For money purchase pension plans, trailer commissions are paid at the end of the plan year on the entire group.

   b) For RRSPs, trailer commissions are calculated and paid based upon the anniversary date of each member's certificate.

2) **Transfers between investment options do not generate New Deposits Commissions.**

3) **Funds surrendered from a Segregated Fund, (excluding Money Market), within one year of the Segregated Fund deposit date.**

   a) An unearned commission chargeback will be assessed. The chargeback will equal the commission paid multiplied by the number of months remaining from the surrender date to the end of the initial year on deposit. Partial months count as a full month for the purposes of this calculation.

4) **Transfer from Guaranteed Interest Option to Other Investment Option**

   a) If the source of the funds is Guaranteed Interest Options transferring prior to the end of the investment term then the following will occur:

      i) Any unearned commission will be charged back against the advisor. Unearned commission is equal to the commission rate per year of investment for the term selected multiplied by the number of complete months remaining in the term divided by twelve.
      ii) Guaranteed Interest Options funds currently receiving Anniversary Trailer Commissions are not subject to an unearned commission chargeback.

5) **Transfer to a Single Premium Immediate Annuity**

   a) Full SPIA commission is payable

   b) If the source of the funds is Guaranteed Interest Options transferring prior to the end of the investment term then the following will occur:

      i) No Market Value Adjustment will be assessed against the client.
      ii) Any applicable Interest Adjustments will be assessed.
      iii) Any unearned commission will be charged back against the advisor. Unearned commission is equal to the commission rate per year of investment for the term selected multiplied by the number of complete months remaining in the term divided by twelve, (Guaranteed Interest Options funds currently receiving Anniversary Trailer Commissions are not subject to an unearned commission chargeback).

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