

Remuneration Schedule – Electronic Applications

The Remuneration rates shown below apply to Priority Protection which incorporates Term Life, Superannuation Term Life, Total & Permanent Disablement, Crisis Recovery, Child's Recovery, Child's Guaranteed Insurability, Female Crisis Assistance, Disability Income and Home Expenses.

Premium Discount		Upfront	Hybrid	Level
+5%	Year 1	115.5%	80.8%	32.7%
	Year 2 +	33.0%	22.0%	31.2%
	Year 3 +	11.0%	22.0%	31.2%
Standard	Year 1	115.5%	68.2%	31.5%
	Year 2 +	11.0%	22.0%	30.0%
- 5%	Year 1	87.7%	30.0%	24.2%
	Year 2	11.0%	22.0%	23.1%
- 10%	Year 1	57.7%	0.0%	19.2%
	Year 2 +	11.0%	22.0%	18.3%
- 15%	Year 1	23.1%	0.0%	13.4%
	Year 2 +	11.0%	0.0%	12.8%
- 20%	Year 1	0.0%	0.0%	9.6%
	Year 2 +	11.0%	0.0%	9.2%
- 25%	Year 1	0.0%	0.0%	0.0%
	Year 2 +	0.0%	0.0%	0.0%

		Upfront	Hybrid	Level
Limited Term (10)	Year 1	115.5%	57.75%	28.88%
	Year 2 +	11%	22%	27.5%
Limited Term (5)	Year 1	69.3%	46.2%	23.1%
	Year 2 +	6.6%	14.3%	22%
Mortgage Protection	Year 1	84%	47.2%	26.2%
	Year 2 +	10%	20%	25%

Additional Commission for Electronic Applications – \$500 Cap

As set out in the above table, an additional 5% first year commission per case is payable, where the application is lodged electronically. A cap applies to the payment of this additional bonus. The maximum additional bonus payable for electronically lodged applications is \$500 per case.

Remuneration Schedule – Paper Applications

Premium Discount		Upfront	Hybrid	Level
+ 5%	Year 1	110.0%	77.0%	31.2%
	Year 2 +	33.0%	22.0%	31.2%
	Year 3 +	11.0%	22.0%	31.2%
Standard	Year 1	110.0%	65.0%	30%
	Year 2 +	11.0%	22.0%	30%
- 5%	Year 1	83.6%	28.6%	23.1%
	Year 2 +	11.0%	22.0%	23.1%
- 10%	Year 1	55.0%	0.0%	18.3%
	Year 2 +	11.0%	22.0%	18.3%
- 15%	Year 1	22.0%	0.0%	12.8%
	Year 2 +	11.0%	0.0%	12.8%
- 20%	Year 1	0.0%	0.0%	9.2%
	Year 2 +	11.0%	0.0%	9.2%
- 25%	Year 1	0.0%	0.0%	0.0%
	Year 2 +	0.0%	0.0%	0.0%
		Upfront	Hybrid	Level
Limited Term (10)	Year 1	110%	55%	27.5%
	Year 2 +	11%	22%	27.5%
Limited Term (5)	Year 1	66%	44%	22%
	Year 2 +	6.6%	14.3%	22%
Mortgage Protection	Year 1	80%	45%	25%
	Year 2 +	10%	20%	25%

- Remuneration rates are inclusive of GST.
- Remuneration rates are paid on annual premiums although exclude payments on policy fee, Government Stamp Duty and modal loadings.
- If annual premium is over \$20,000, only Hybrid and Level options are available.
- Adviser 'Family' business – Level option only

Clawback of Remuneration

Payments made by Us to You in respect of remuneration for cases (whether by electronic or paper application) which cancel/lapse during the first twelve months of their currency will be clawed back.