



Cigna
Adviser Remuneration
Option 1

Nov 2019

V.TR1/1119

Commission Structure : Risk - Lump Sum covers

Commission Options	>= 93%	>= 91%	>= 89%	>= 87%	>= 85%	< 85%	Renewal Commission
Max upfront	230%	210%	200%	185%	130%	50%	7.50%
15% Renewal*	170%	155%	148%	137%	96%	37%	15%
20% Renewal	131%	120%	114%	105%	74%	29%	20%
30% Renewal	76%	69%	66%	61%	43%	17%	30%
Discounted 10%	173%	158%	150%	139%	98%	38%	7.50%
Discounted 15%	115%	105%	100%	93%	65%	25%	7.50%
Discounted 20%	58%	53%	50%	46%	33%	13%	7.50%
Discounted 30%	0%	0%	0%	0%	0%	0%	7.50%

NOTES :

- The above rates are also applicable on increases or additions and alterations on policies issued from 1 October 2012
- Increases on policies or additions and alterations on policies prior to 1 October 2012 will be paid at your Max upfront 93% persistency rate
- The persistency rate at time of issue will be applied for the purposes of commission calculation

Commission Structure : Risk - Monthly Disability covers

Commission Options	>= 93%	>= 91%	>= 89%	>= 87%	>= 85%	< 85%	Renewal Commission
Standard	170%	155%	140%	125%	85%	40%	15%
15% Renewal	170%	155%	140%	125%	85%	40%	15%
20% Renewal	129%	118%	106%	95%	65%	30%	20%
30% Renewal	70%	64%	57%	51%	35%	16%	30%
Discounted 10%	173%	158%	150%	139%	98%	38%	7.50%
Discounted 15%	115%	105%	100%	93%	65%	25%	7.50%
Discounted 20%	58%	53%	50%	46%	33%	13%	7.50%
Discounted 30%	0%	0%	0%	0%	0%	0%	7.50%

NOTES :

- The above rates are also applicable on increases on additions and alterations on policies issued from 1 October 2012
- Increases on policies or additions and alterations on policies prior to 1 October 2012 will be paid at your Max upfront 93% persistency rate
- Increases on policies or additions and alterations on policies from 1 October 2012-5 January 2015 will be paid at your persistency rate at the time and at the Lump Sum rates with renewal commission being 7.5%
- The persistency rate at time of issue will be applied for the purposes of commission calculation

Commission Structure –Level Options

Options	Upfront	Renewal
Upfront	190%	7.5%
15% Renewal	140%	15%
20% Renewal	110%	20%
30% Renewal	50%	30%

Option	Upfront	Renewal
10% Policy Discount	142.5%	7.5%
15% Policy Discount	95%	7.5%
20% Policy Discount	47.5%	7.5%
30% Policy Discount	0%	7.5%

NOTES :

- Please note that persistency does not apply to Level Option commission. Regardless of an Advisers persistency, they will be paid at the selected rate above.

Commission Structure –Redundancy & Clawbacks

Commission Options	Commission Splits	>= 93%	>= 91%	>= 89%	>= 87%	>= 85%	< 85%	Renewal Commission
Max. Up-front	Adviser Share	115%	105%	100%	92.5%	65%	25%	7.5%

Commission Clawback (applies to upfront commission only):

No. of Premiums paid	Percentage subject to Clawback
Months 1-8	100%
Months 9-16	66%
Months 17-24	33%
Months > 24	0%

NOTES :

- Neither pendulum nor the premium discount options are available for Redundancy.
- When a policy includes a Redundancy benefit then the above commissions are always paid regardless of if the rest of the policy is treated under the Pendulum or Discounted options for commission
- The above rates are also applicable on increases on additions and alterations on policies issued from 1 October 2012