

This Commission Schedule, herein referred to as this Schedule, is attached to and made a part of the Associate Agreement between American Retirement Life Insurance Company (ARLIC) and the Agent. All capitalized terms herein shall have the meanings ascribed to them in the Associate Agreement. Agent shall receive compensation in accordance with the terms of the Associate Agreement and this Schedule as follows:

- ARLIC shall pay Agent the compensation described above on premium received and accepted by ARLIC for issued policies solicited by Agent on or after the effective date of this Schedule subject to the terms and conditions of the Associate Agreement and this Schedule. Commissions are not payable on the Enrollment Fee or the premium that is attributable to the Part B deductible in Plans C & F, unless state requirements differ. All Medicare Supplement policies, based on guaranteed issue requirements of the Balanced Budget Act, will receive 2% in years 1 – 6 (unless state requirements differ) for the writing agent only.
  - Should you recruit and appoint any subagents, your compensation on business written by them will be reduced by any amounts that would be paid to those contract levels. In order to receive compensation (override commissions) on any subagent, you must have a resident or non-resident license in any state where the subagent writes business if the state has so mandated.
  - Compensation is expressed as a percentage of premium received by ARLIC. Compensation for the first policy year is first year commission. Compensation is renewal commission beginning in policy year two, except as otherwise noted. If applicable Service Fees will be paid to agents in good standing with ARLIC as noted on the Commission Schedule. Service Fees are never vested. First year and renewal commissions on plans of insurance not listed shall be determined by ARLIC. Compensation on internal policy replacements, exchanges and conversions will be reduced by at least 50% (or eliminated entirely) or compensated according to ARLIC guidelines in effect at the time the policy is written.
  - Policy fees, any other fees, and/or premium rate-ups and renewal increases are non-commissionable. No commissions shall be paid on underwriting or substandard premium rate-ups or renewal premium increases. Commissions are paid on the initial premium only and are not paid on any increase in premium due to age change or plan wide rate increases. Premium reductions will affect the initial premium accordingly.
  - COMMISSION STATEMENT – Statements are generated bi-weekly that report commissions for the month as well as other monetary transactions between you and ARLIC. The bi-weekly transactions are summarized to obtain a total net balance. When total commissions exceed commission chargebacks, the excess is paid to you providing the net amount due is greater than \$50.00. If the net amount due is less than \$50.00, this amount will be carried over to the next bi-weekly commission statement. When commission chargebacks exceed commissions, the commission statement total is called a debit balance. A debit balance is the total amount you must repay to ARLIC. Debit balances are carried over to your next bi-weekly commission statement until such balance is fully repaid.
  - This Commission Schedule applies only to the products listed for so long as the Agreement remains in effect. ARLIC reserves and shall have the right, at its sole option and discretion, to adjust and change the commissions at any time. This Commission Schedule and any commissions payable hereunder may be modified by ARLIC, in its sole discretion, upon written notice to the Agent which may be contained in any Company Field Bulletin or other written communication to Agent.
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## American Retirement Life Insurance Company – Agent Commission Schedule Effective 2/01/2013

COMMISSION SCHEDULE – The portion of the premium equivalent to the Part B deductible is not commissionable on plans that reimburse for the Part B deductible. Commissions are not paid on rate increases. Commissions in Years 11+ are service fees.

LEVEL	<i>Agent - 30</i>			<i>Agent II - 20</i>			<i>Agent III - 10</i>			<i>Agent IV - 8</i>			<i>Agent V - 6</i>			<i>Agent VI - 4</i>		
<b>MEDICARE SUPPLEMENT</b> - Check your state's outline of coverage for available plans.																		
<b>Plan A - All States unless otherwise noted below</b>																		
All Issue Ages (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%
<b>All Plans except Plan A - All States unless otherwise noted below</b>																		
Issue Ages ≤ 64 (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%	5.0%	5.0%	2.0%
Issue Ages 65 - 79 (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	19.0%	3.0%	1.0%	18.0%	3.0%	1.0%	17.0%	3.0%	1.0%	16.0%	3.0%	1.0%	15.0%	3.0%	1.0%	14.0%	3.0%	1.0%
Issue Ages 80+ (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	9.5%	2.5%	1.0%	9.0%	2.5%	1.0%	8.5%	2.5%	1.0%	8.0%	2.5%	1.0%	7.5%	2.5%	1.0%	7.0%	2.5%	1.0%
<b>Plan F, G &amp; N - Texas</b>																		
65-79 (Yrs 1-7 / Yrs 8-10 / Yrs 11+)	18.0%	3.0%	1.0%	17.0%	3.0%	1.0%	16.0%	3.0%	1.0%	15.0%	3.0%	1.0%	14.0%	3.0%	1.0%	13.0%	3.0%	1.0%
80+ (Yrs 1-7 / Yrs 8-10 / Yrs 11+)	9.0%	2.50%	1.0%	8.5%	2.50%	1.0%	8.0%	2.5%	1.0%	7.5%	2.5%	1.0%	7.0%	2.5%	1.0%	6.5%	2.5%	1.0%
<b>Plan A, F, G &amp; N - Indiana</b>																		
65 and up (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	17.0%	0.0%	0.0%	16.0%	0.0%	0.0%	15.0%	0.0%	0.0%	14.0%	0%	0%	13%	0%	0%	12%	0%	0%
<b>Plan A, F, G &amp; N Colorado</b>																		
≤ 65 (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	17.5%	5.0%	2.0%	16.5%	5.0%	2.0%	15.5%	5.0%	2.0%	14.5%	5.0%	2.0%	13.5%	5.0%	2.0%	12.5%	5.0%	2.0%
65-79 (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	17.5%	5.0%	2.0%	16.5%	5.0%	2.0%	15.5%	5.0%	2.0%	14.5%	5.0%	2.0%	13.5%	5.0%	2.0%	12.5%	5.0%	2.0%
80+ (Yrs 1-6 / Yrs 7-10 / Yrs 11+)	17.5%	5.0%	2.0%	16.5%	5.0%	2.0%	15.5%	5.0%	2.0%	14.5%	5.0%	2.0%	13.5%	5.0%	2.0%	12.5%	5.0%	2.0%
<b>Plan F, G &amp; N West Virginia</b>																		
65-79 (Yrs 1-5 / Yrs 6-10 / Yrs 11+)	21.0%	5.0%	2.0%	20.0%	5.0%	2.0%	19.0%	5.0%	2.0%	18.0%	5.0%	2.0%	17.0%	5.0%	2.0%	16.0%	5.0%	2.0%
80+ (Yrs 1-5 / Yrs 6-10 / Yrs 11+)	10.5%	2.5%	1.0%	10.0%	2.5%	1.0%	9.5%	2.5%	1.0%	9.0%	2.5%	1.0%	8.5%	2.5%	1.0%	8.0%	2.5%	1.0%

Issue age states pending.