

## Chargebacks

Carrier	Products	Chargeback Time Period: %	HECV Rider
Allianz	LifePro+ Advantage	1-12 months = 100%  13-18 months = 50%  *100% Chargeback months 1-6 if Option B	LifePro+ Advantage - ELR:  Years 1-2 = 100%  Years 3-4 = 50%  Year 5 = 25%
ANICO	All Products	0-6 months = 100%	--
Cincinnati	All products	Policies lapsed within first 90 days = 100%. Cincinnati will collect directly from the person/organization that was paid. The agency is not responsible for chargeback monies paid directly to the producer.	--
Corebridge	All Products	0-6 months = 100%  7-12 months = 50%	With Early Cash Value Rider (Max Accumulator+ III): 100% chargeback in years 1 and 2, and 50% chargeback in years 3 and 4, includes lapses, surrenders and reduced paid up.
JohnHancock	Term w/Vitality	1-9 months = 100% 10 = 90% 11 = 80% 12 = 70% 13 = 60% 14 = 50% 15 = 40% 16 = 30% 17 = 20% 18 = 10%	--
JohnHancock	Products w/o Rolling Targets	0-12 months = 50%	Certain products/riders may require that first-year commissions be paid out over several years. The payment in each subsequent year is dependent on the policy remaining in force as of the anniversary date at the beginning of that policy year. Policy lapse or surrender prior to the anniversary date will result in an elimination of future commissions payments even if the full first-year commission and SI amounts have not yet been paid out.
JohnHancock	Products w/Rolling Targets	0-18 months = 50%	Certain products/riders may require that first-year commissions be paid out over several years. The payment in each subsequent year is dependent on the policy remaining in force as of the anniversary date at the beginning of that policy year. Policy lapse or surrender prior to the anniversary date will result in an elimination of future commissions payments even if the full first-year commission and SI amounts have not yet been paid out.
LGA	All Products	Commission is charged back if premium is refunded.	--

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Lincoln	**Check with Lincoln**  Term Conversions	First year commission on new policy reduction by percentage -- of term premium:  Year 1 = 100%  Year 2 = 50%  Year 3 = 25%  Year 4 = 0%	
Lincoln	Term, UL, VUL (Decreases within 2 years of issue)	1-6 months = 100% 7-12 months = 75% 13-24 months = 50%	
Lincoln	Universal and Variable (Full or Partial Surrender or Lapse within 12 months of issue or specified amount increase)	1-6 months = 100%  7-12 months = 50%	If policy lapses or is fully surrendered at any time, all commissions paid on the policy in the previous 24 months, including any commissions paid on the initial policy issue and any face increase will be charged back. Chargeback applies to all levels of base and override commission. No recalls for partial surrenders. Commission chargebacks for Specified Amount Decreases on products with these riders will follow the same rules as the rest of the portfolio
Lincoln	Term (Full/Partial Surrender or Lapse within 18 months of issue)	1-6 months = 100%  7-12 months = 50%  13-18 months = 25%	--
Lincoln	MoneyGuard Market Advantage and MoneyGuard II (2021)	1-12 months = 100% 13-24 months = 50%	
Lincoln	Indexed, Variable, MoneyGuard, and Term (Outstanding delivery requirements NOT received within 60 days from mailed policy date)	100% of Commissions	
MutualOfOmaha	All Other Products	Only if unused premium is refunded	--
MutualOfOmaha	Income Advantage IUL	1-6 months = 100%	--
	Life Protection Advantage IUL	7-24 months = 50%	
		If change from Opt B to A in year 2, comp adjusted to account for reduced target prem	
MutualOfOmaha	Income Advantage IUL	1-6 months = 100%	--
	Life Protection Advantage IUL	7-24 months = 50%	
		If change from Opt B to A in year 2, comp adjusted to account for reduced target prem	
MutualOfOmaha	All Other Products	Only if unused premium is refunded	--

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Nationwide	**Check with Nationwide**  In general, new sales have the schedule at right	1 month = 100%; 2=95%; 3=90%; 4=85%; 5=80%; 6=75%; 7=70%; 8=65%; 9=60%; 10=55%; 11=50%; 12=45%; 13=40%; 14=35%; 15=30%; 16=25%; 17=20%; 18=15%; 19=10%; 20=5%	SVEB on IUL Accumulator and VUL Accumulator: Nationwide will reduce surrender charges on certain policies when issued as part of an employer sponsored employee benefit plan. In exchange for this surrender charge reduction, the GA will be assessed a chargeback equal to the amount of the surrender charge reduction. The amount of the reduction is based on the year of the policy:  Year 1 surrender charge is eliminated  Year 2 surrender charge reduced by 90%  Year 3 surrender charge reduced by 75%  Year 4 surrender charge reduced by 50%
Nationwide	**Check with Nationwide**  Products w/CROP Rider	1-36 months = 100%; 37=95%; 38=90%; 39=85%; 40=80%; 41=75%; 42=70%; 43=65%; 44=60%; 45=55%; 46-62=50	--
NYLife	Whole Life, Custom WL, Custom Survivorship WL, Current Assumption UL, UL up to Age 90, UL Custom Guarantee, Survivorship UL, VUL Accumulator II, Yearly Convertible Term/Level Premium Term (10-20), Million Plus Level Term, Secure Wealth Plus, Market Wealth Plus	1-6 months = 100%  7-12 months = 50%	Criteria: 1) BGA and Producer must be preapproved. 2) Available only with premium finance cases 3) Only with CWL product. First year compensation is paid out at 20% per year over the first 5 years. There is a 5 year 100% chargeback of all first year and renewal compensation
PaLife	Promise GUL	1-6 months = 100%  7-12 months = 50%	--
PaLife	Promise Conversion UL	1-5 months = 100%; 6=95%; 7=90%; 8=85%; 9=80%; 10=75%; 11=70%; 12=65%; 13=60%; 14=55%; 15=50%; 16=45%; 17=40%; 18=35%; 19=30%; 20=25%; 21=20%; 22=15%; 23=10%; 24=5%	--
PaLife	Promise Term	In the event of a withdrawal, partial surrender (above any applicable penalty-free amount), lapse or surrender and any premium is reversed or refunded, 100% of commissions earned on the amount of premium returned will be charged back to the producer.	--
Principal	Products w/SVER or ASVR	0-12 months = 100%  13-24 months = 68%  25-36 months = 38%	See Chargeback Time Period listed.
Principal	All other products not listed above	Only if unused premium is refunded	--

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Principal	Executive VUL III	<p>EVUL III Compensation Options</p> <p>Percent of Compensation Charged Back</p> <p>Option 1: Levelized - Premium with Asset-Based Trails</p> <p>Policy Year</p> <p>Option 1</p> <p>Option 2</p> <p>Option 3</p> <p>Option 4</p> <p>Option 2: Levelized - Premium Only - no Asset-Based Trails</p> <p>1</p> <p>100</p> <p>100</p> <p>100</p> <p>100</p> <p>Option 3: Semi-Heaped - Premium Only - no Asset-Based Trails</p> <p>Trails</p> <p>2</p> <p>85</p> <p>85</p> <p>68</p> <p>75</p> <p>Option 4: Heaped - Premium Only - no Asset-Based Trails</p> <p>3</p> <p>0</p> <p>0</p> <p>38</p> <p>50</p> <p>Option 4 is not available for policies involving 1035 exchange</p>	See below
Protective	All Products	<p>0-6 months = 100%</p> <p>7-12 months = 50%</p> <p>Executive UL 0-12 100%, 13-24 50%, 25-35 25%</p>	--
Prudential	All Products	<p>0-6 months = 100%</p> <p>7-12 months = 50%</p>	<p>Chargeback time period listed applies to policies with ECV riders.</p> <p>If policy lapses in Year 2, deferred compensation would not continue to be paid.</p>
SBLI	Whole Life Products	0-12 months = 100%	N/A (High Early Cash Value Rider)
SBLI	Level Term Products	<p>0-6 months = 100%</p> <p>7-12 months = 50%</p>	N/A (High Early Cash Value Rider)
Securian	All products w/SVEA	<p>Year 1 = 100%</p> <p>Year 2 = 100% last 12 mo + 90% last 13-24 mo</p> <p>Year 3 = 100% last 12 mo + 90% last 13-24 mo + 80% last 25-36 mo</p>	--

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Securian	All products w/CEVA	0-12 months: 100%	--
		13-24 months: 75%	
		25-36 months: 50%	
		35-46 months = 25%	
SML	All products	Only if unused premium is refunded	N/A
Symetra	Term Life Policies	1-6 months = 100%	
		7-12 months = 50%	
Symetra	All Other Permanent Products	1-6 months = 100%	
		7-18 months = 50%	
Symetra	For all Life policies sold by a writing agent to themselves or sold to an individual who the writing agent is married to at the time of sale or sold to an immediate family member of the agent or a business associate or business employee of the agent will be subject to the above referenced chargeback of 100% of the commissions paid, for terminations that occur in policy months 1 through 24. Immediate Family Member shall mean parent, child or sibling of the agent.		
Symetra	Accumulator Ascent IUL and Protector IUL w/Surrender Value Enhancement Rider	0-6 months = 100%	See Chargeback Time Period listed.
		7-24 months = 50%	
		25-36 months = 33%	
		37-48 months = 25%	
Transamerica	FFIUL and FCIUL	Only if unused premium is refunded	--
Transamerica	Freedom IUL Freedom Global IUL	0-12 months = 100%	--
		13-24 months = 90%	
		25-36 months = 80%	
		37-48 months = 70%	
		49-60 months = 60%	

*The information contained here is a summary of information obtained from the carriers and was last updated as of 4/11/2023 and verified as of 6/6/2022. No guarantee either expressed or implied is given regarding the accuracy of the information provided. LIBRA Insurance Partners, LLC is not liable for any obligation created from the use of this information. Refer to carrier-specific underwriting guidelines and bulletins for complete details.*

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