

2016 Quarterly Bonus Plan

It is with great excitement that The Ohlson Group announces its 2016 Quarterly Bonus Plan!

- Bonus will be paid approximately 30 days following the end of each quarter. No waiting until the end of the year!
- Bonus will be paid on net paid life and annuity business sales in that quarter. For example, January, February & March, etc. This is on a calendar quarter basis.
- Index annuities and single premium life will be counted as \$1 of premium (= 1 credit). MYGA and SPIA business will be given ½ credit.
- Periodic premium life sales receive a multiple of 10 times target or fully commissionable premium.
- Example - \$10,000 of target premium X 10 = 100,000 credits.

Calculations & Rewards*

300,000 credits	= 25 bps
450,000 credits	= 30 bps
600,000 credits	= 40 bps
750,000 credits	= 50 bps
1 million credits	= 75 bps
1.5 million credits	= 100 bps

Qualifying runs from January 1 through December 31, 2016. All premium requirements are based on life and annuity premium dollars issued during each calendar quarter of 2016.

- Agent MUST be at street level commission and appointed directly to The Ohlson Group.
- Agent will receive a 1099 for any monies received under this program.
- Agent will NOT be eligible for bonus if he/she has an outstanding debit balance with any companies used through The Ohlson Group.
- Phoenix annuity, Atlantic Coast Life MYGAS, and Medicaid SPIA business are not eligible for The Ohlson Group Quarterly Bonus.
- The Ohlson Group reserves the right to amend, change or terminate this program at any time.

The Ohlson Group

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