

# ACE Medicare Supplement

## Commission Schedule Medicare Supplement Commissions\*

The effective date of this schedule is August 1, 2022

| IA<br>ND<br>NE<br>OH  | WV<br>WY | Plan**                         | Age**   | Policy Years<br>1 - 6 | Policy Years<br>7 - 10 | Policy Years<br>11+ |
|---|----------|--------------------------------|---------|-----------------------|------------------------|---------------------|
|   |          | All Plans EXCEPT<br>High G & N | 65 - 79 | 22%                   | 3%                     | 1.75%               |
|   |          |                                | 80+     | 11%                   | 1.75%                  | 0%                  |
|   |          |                                |         |                       |                        |                     |
|   |          |                                |         | Policy Years<br>1 - 6 | Policy Years<br>7 - 10 | Policy Years<br>11+ |
|   |          | PLAN High G & N                | 65 - 79 | 26%                   | 6%                     | 1.75%               |
|   |          |                                | 80+     | 13%                   | 3%                     | 0%                  |
| Compensation for GI (Guaranteed Issue) business will be paid at a one-time flat rate of \$25. |          |                                |         |                       |                        |                     |
| CS 001-04 NATL ATT  |          |                                |         |                       |                        |                     |

| AR<br>LA<br>MD<br>MS<br>NC<br>OK   | SD<br>VA | Plan**                         | Age**             | Policy Years | Policy Years | Policy Years |
|--|----------|--------------------------------|-------------------|--------------|--------------|--------------|
|  |          |                                |                   | 1 - 6        | 7 - 10       | 11+          |
|  |          | ALL PLANS                      | <65 Disability*** | \$0          | \$0          | \$0          |
|  |          | All Plans EXCEPT<br>High G & N | 65 - 79           | 22%          | 3%           | 1.75%        |
|  |          |                                | 80+               | 11%          | 1.75%        | 0%           |
|  |          |                                |                   |              |              |              |
|  |          |                                | Policy Years      | Policy Years | Policy Years |              |
|  |          |                                | 1 - 6             | 7 - 10       | 11+          |              |
|  |          | PLAN High G & N                | 65 - 79           | 26%          | 6%           | 1.75%        |
|  |          |                                | 80+               | 13%          | 3%           | 0%           |
| ***Compensation for Under age 65 Disability & GI (Guaranteed Issue) business will be paid at a one-time flat rate of \$25. |          |                                |                   |              |              |              |
| CS 001-04 NATL ATT   |          |                                |                   |              |              |              |

| AZ***<br>GA   | Plan**                         | Age**              | Policy Years          | Policy Years           | Policy Years        |
|---|--------------------------------|--------------------|-----------------------|------------------------|---------------------|
|   |                                |                    | 1 - 6                 | 7 - 10                 | 11+                 |
|   | All Plans - GA ONLY            | <65 Disability**** | \$0                   | \$0                    | \$0                 |
|   | All Plans EXCEPT<br>High G & N | 65 - 79            | 20%                   | 2%                     | 1.5%                |
|   |                                | 80+                | 7%                    | 1%                     | 0%                  |
|   |                                |                    | Policy Years<br>1 - 6 | Policy Years<br>7 - 10 | Policy Years<br>11+ |
|   | PLAN High G & N                | 65 - 79            | 24%                   | 3%                     | 1.5%                |
|   |                                | 80+                | 9%                    | 1.5%                   | 0%                  |
| ****Compensation for Under age 65 Disability & GI (Guaranteed Issue) business will be paid at a one-time flat rate of \$25. |                                |                    |                       |                        |                     |
| CS 002-04 AZ-GA      ****AZ DOES NOT OFFER <65 DISABILITY   |                                |                    |                       |                        |                     |

| IL   | Plan**                         | Age**          | Policy Years          | Policy Years           | Policy Years        |
|--|--------------------------------|----------------|-----------------------|------------------------|---------------------|
|  |                                |                | 1 - 6                 | 7 - 10                 | 11+                 |
|  | All Plans EXCEPT<br>High G & N | <65 Disability | 2%                    | 0.75%                  | 0%                  |
|  |                                | 65 - 79        | 22%                   | 3%                     | 1.75%               |
|  |                                | 80+            | 11%                   | 1.75%                  | 0%                  |
|  |                                |                | Policy Years<br>1 - 6 | Policy Years<br>7 - 10 | Policy Years<br>11+ |
|  | PLAN High G & N                | <65 Disability | 3%                    | 1.25%                  | 0%                  |
|  |                                | 65 - 79        | 26%                   | 6%                     | 1.75%               |
|  |                                | 80+            | 13%                   | 3%                     | 0%                  |
| Compensation for GI (Guaranteed Issue) business will be paid at a one-time flat rate of \$25 |                                |                |                       |                        |                     |
| CS 003-04 IL   |                                |                |                       |                        |                     |

| IN  | Plan**    | Age**          | Policy Years | Policy Years | Policy Years |
|---|-----------|----------------|--------------|--------------|--------------|
|   |           |                | 1 - 6        | 7 - 10       | 11+          |
|   | PLAN A    | <65 Disability | \$0          | \$0          | \$0          |
|   | All Plans | 65+            | 24%          | 0%           | 0%           |
| Compensation for Under age Disability business will be paid at a one-time flat rate of \$25       |           |                |              |              |              |
| Compensation for GI (Guaranteed Issue) business will be paid same as standard IN commission rates |           |                |              |              |              |
| CS 004-04 IN      PART B DEDUCTIBLE PREMIUM IS CONSIDERED COMMISSIONABLE PREMIUM                  |           |                |              |              |              |

| KS | Plan**                         | Age**          | Policy Years | Policy Years | Policy Years |
|----|--------------------------------|----------------|--------------|--------------|--------------|
|    |                                |                | 1 - 6        | 7 - 10       | 11+          |
|    | All Plans EXCEPT<br>High G & N | <65 Disability | 22%          | 3%           | 1.75%        |
|    |                                | GI - All Ages  | 1%           | 0%           | 0%           |
|    |                                | 65 - 79        | 22%          | 3%           | 1.75%        |
|    |                                | 80+            | 11%          | 1.5%         | 0%           |
|    |                                |                |              |              |              |
|    |                                |                | Policy Years | Policy Years | Policy Years |
|    |                                |                | 1 - 6        | 7 - 10       | 11+          |
|    | PLAN High G & N                | <65 Disability | 26%          | 6%           | 1.75%        |
|    |                                | GI - All Ages  | 1%           | 0%           | 0%           |
|    |                                | 65 - 79        | 26%          | 6%           | 1.75%        |
|    |                                | 80+            | 13%          | 3%           | 0%           |

CS 005-04 KS

| KY | Plan**                         | Age**             | Policy Years | Policy Years | Policy Years |
|----|--------------------------------|-------------------|--------------|--------------|--------------|
|    |                                |                   | 1 - 6        | 7 - 10       | 11+          |
|    | ALL PLANS                      | <65 Disability*** | \$0          | \$0          | \$0          |
|    | All Plans EXCEPT<br>High G & N | 65 - 79           | 22%          | 3%           | 1.75%        |
|    |                                | 80+               | 11%          | 1.5%         | 0%           |
|    |                                |                   |              |              |              |
|    |                                |                   | Policy Years | Policy Years | Policy Years |
|    |                                |                   | 1 - 6        | 7 - 10       | 11+          |
|    | PLAN High G & N                | 65 - 79           | 26%          | 6%           | 1.75%        |
|    |                                | 80+               | 13%          | 3%           | 0%           |

\*\*\*Compensation for Under age 65 Disability & GI (Guaranteed Issue) business will be paid at a one-time flat rate of \$25.

CS 006-04 KY