

# SCHEDULE OF COMMISSIONS ADDENDUM (MEDICARE SUPPLEMENT)



Amerigo Financial Life and Annuity Insurance Company

## Open Enrollment and Fully Underwritten Policies

State	Ages < 65		
	Years 1-6	Years 7-10	Years 11+
DE, KY, LA, MS, MT, NH, NJ (Plan C), NC (Plan A,F), OK (Plan A), SD, TN	2.00%	0.00%	0.00%
CO	19.00%	2.00%	0.40%
FL	2.00%	1.50%	0.40%
GA	1.25%	0.00%	0.00%
IL, PA	7.50%	1.00%	0.40%
IN	21.00%	0.00%	0.00%
KS, MD (Plan A)	21.00%	2.00%	0.40%
	Years 1-7	Years 8-10	Years 11+
TX (Plan A)	2.00%	0.00%	0.00%

State	Ages 65-69		
	Years 1-6	Years 7-10	Years 11+
AR	24.00%	1.50%	0.00%
Ages 70-74			
	Years 1-6	Years 7-10	Years 11+
AR	7.00%	0.50%	0.00%
Ages 75+			
	Years 1-6	Years 7-10	Years 11+
AR	1.00%	0.00%	0.00%

State	Ages 65-79			Ages 80+		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
AL, AZ, DE, GA, IA, ID, IL, KS, KY, LA, MD, MS, MT, NC, ND, NE, NH, NJ (Plan A,F,G,N), NM, NV, OK, PA, RI, SC, SD, TN, UT, VA, WY	21.00%	2.00%	0.40%	7.50%	1.00%	0.40%
CO	19.00%	2.00%	0.40%	19.00%	2.00%	0.40%
FL	11.00%	1.50%	0.40%	8.00%	1.50%	0.40%
IN	21.00%	0.00%	0.00%	21.00%	0.00%	0.00%
NJ (Plan C)	2.00%	1.50%	0.00%	1.00%	0.60%	0.00%
OH	22.00%	0.00%	0.00%	8.00%	0.00%	0.00%
	Years 1-3	Years 4-10	Years 11+	Years 1-3	Years 4-10	Years 11+
MI	30.00%	2.00%	0.40%	12.00%	1.00%	0.40%
	Years 1-7	Years 8-10	Years 11+	Years 1-7	Years 8-10	Years 11+
TX	20.00%	2.00%	0.40%	6.50%	1.00%	0.40%
	Years 1-5	Years 6-10	Years 11+	Years 1-5	Years 6-10	Years 11+
WV	22.00%	5.00%	0.40%	8.00%	1.00%	0.40%

## Guaranteed Issued Policies

\$25 commission payable in policy year 1 only, except in CO, IN, MD, PA, SC and TN.

## Guaranteed Issue State Variations

State	Ages < 65		
	Years 1-6	Years 7-10	Years 11+
CO	19.00%	2.00%	0.40%
IN	21.00%	0.00%	0.00%
MD (Plan A)	21.00%	2.00%	0.40%
PA	2.00%	2.00%	0.60%
TN	2.00%	0.00%	0.00%

State	Ages 65-79			Ages 80+		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
CO	19.00%	2.00%	0.40%	19.00%	2.00%	0.40%
IN	21.00%	0.00%	0.00%	21.00%	0.00%	0.00%
MD, SC	21.00%	2.00%	0.40%	7.50%	1.00%	0.40%
PA	2.75%	2.00%	0.60%	2.75%	2.00%	0.60%
TN	2.00%	0.00%	0.00%	2.00%	0.00%	0.00%

<sup>1</sup>For Plan C and F, commissions will be based on the premium amount minus the Part B deductible offset of \$150, except in the state of Indiana.

<sup>2</sup>Commissions will not be paid on any increase in premium.

<sup>3</sup>There will be a 1% interest charge on the outstanding advance balance each month.

<sup>4</sup>Guaranteed Issued policies are not eligible for advance.