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Suite 200
Washington, D.C. 20024



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Suite 300
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Schedule B. Earned Commission Payout Form.

EARNED COMMISSION PAYOUT SCHEDULE

<u>Earned Commission Income</u>	<u>Percentage</u>
\$0 - \$25,000	70%
\$25,001 - \$39,999	75%
\$40,000 - \$54,999	80%
\$55,000 - \$74,999	85%
\$75,000 - \$94,999	90%
\$95,000 - \$124,999	95%
\$125,000 - \$154,999	100%
\$155,000 (+)	105%

- 1) "WIN" Agents are required to earn a minimum of \$25,000 in commissions to qualify for broker related referrals and incentives.
- 2) "WIN" agents reserve the right to retain their "book of business", once 105% earned commission level has been obtained.
- 3) "WIN" agents who perform at the 100% & above commission levels for 90 days consecutively will receive an extra 2% quarterly bonus on their overall commission earned, for every quarter in which 100% (+) volume is achieved over a consecutive 90 day period.
- 4) "Rookie of the Year" single commission level increase will be awarded to the annual top producing new agent (2 years licensed or less). Subject to a minimal earned commission of \$25,000, qualifying requirement.
- 5) Broker referrals are subject to an additional 10% agent commission income deduction.
- 6) All "WIN" agent referrals to Broker will be paid as follows:
Additional Insurance Lines: 15%
Licensed Producing Agent: \$2,500 bonus; (Paid if/when referred agent meets \$25,000 annual earned commission requirement.
- 7) "WIN" agents who perform at the 95% earned commission level or above for a consecutive 3 years will become eligible for "WIN" management & branch office opportunities and incentives.

(Terms are subject to change at the Broker's discretion.)