Aflac Individual Broker Commissions



KEY FY - First Year

RN - Renewal Year

LEVEL 14 HEAPED COMMISSIONS

| PRODUCT | BOTTOM LINE TOTALS | | BROKER PACKAGE 1 | | BROKER PACKAGE 2 | | BROKER PACKAGE 3 | | BROKER PACKAGE 4 | |
|--|--------------------|--------|------------------------|-------|------------------------|-------|--|-------|------------------|--------|
| | FY | RN | FY | RN | FY | RN | FY | RN | FY | RN |
| Cancer B70000/Critical Care Protection A74000 (18-65) | 57.15% | 12.60% | 17.15% | 3.80% | 22.85% | 5.05% | 28.60% | 6.30% | 54.15% | 12.00% |
| Lump Sum Critical Illness A73000 (18-64) | 63.30% | 8.60% | 19.00% | 2.60% | 25.30% | 3.45% | 31.65% | 4.30% | 60.00% | 8.20% |
| Accident Advantage A36000 (A,B and C) (18-65) | 46.20% | 10.90% | 13.85% | 3.25% | 18.50% | 4.35% | 23.10% | 5.45% | 43.80% | 10.40% |
| Accident Advantage A36000 (D and E) (18-65) | 27.70% | 8.10% | 8.30% | 2.45% | 11.10% | 3.25% | 13.85% | 4.05% | 26.20% | 7.70% |
| Aflac's Short Term Disability A57600 (A,B and C) (18-64) | 46.20% | 10.90% | 13.85% | 3.25% | 18.50% | 4.35% | 23.10% | 5.45% | 43.80% | 10.40% |
| Aflac's Short Term Disability A57600 (E) (18-64) | 27.70% | 8.10% | 8.30% | 2.45% | 11.10% | 3.25% | 13.85% | 4.05% | 26.20% | 7.70% |
| Hospital B40000 (18-39) | 40.15% | 6.60% | 12.05% | 2.00% | 16.05% | 2.65% | 20.10% | 3.30% | 38.05% | 6.30% |
| Hospital B40000 (40-59) | 46.65% | 10.60% | 14.00% | 3.20% | 18.65% | 4.25% | 23.30% | 5.30% | 44.25% | 10.10% |
| Hospital B40000 (60-65) | 24.90% | 6.60% | 7.45% | 2.00% | 9.95% | 2.65% | 12.45% | 3.30% | 23.60% | 6.30% |
| Hospital B40000 (66-75) | 3.15% | 3.60% | 0.95% | 1.10% | 1.25% | 1.45% | 1.60% | 1.80% | 2.95% | 3.40% |
| Whole Life A68000 / Group Whole Life Q60000 (18-70) | 90.00% | 4.00% | 27.00% | 1.20% | 36.00% | 1.60% | 45.00% | 2.00% | 85.30% | 3.80% |
| Term Life A68000 (18-30) | 48.70% | 12.80% | 14.60% | 3.85% | 19.50% | 5.10% | 24.35% | 6.40% | 46.10% | 12.20% |
| Term Life A68000 (31-60) | 56.30% | 12.80% | 16.90% | 3.85% | 22.50% | 5.10% | 28.15% | 6.40% | 53.30% | 12.20% |
| Term Life A68000 (61-70) | 35.45% | 12.80% | 10.65% | 3.85% | 14.20% | 5.10% | 17.70% | 6.40% | 33.55% | 12.20% |
| Group 10-Year Term Q60000 (18-70) | 55.00% | 4.00% | 16.50% | 1.20% | 22.00% | 1.60% | 27.50% | 2.00% | 52.10% | 3.80% |
| Group 20-Year Term Q60000 (18-60) | 65.00% | 4.00% | 19.50% | 1.20% | 26.00% | 1.60% | 32.50% | 2.00% | 61.60% | 3.80% |
| Group 30-Year Term Q60000 (18-50) | 75.00% | 4.00% | 22.50% | 1.20% | 30.00% | 1.60% | 37.50% | 2.00% | 71.10% | 3.80% |
| Juvenile Life B61000 (0-17) | 44.65% | 12.60% | 13.40% | 3.80% | 17.85% | 5.05% | 22.30% | 6.30% | 42.35% | 12.00% |
| Dental - Base A82000 (18-65) | 29.90% | 8.60% | 8.95% | 2.60% | 11.95% | 3.45% | 14.95% | 4.30% | 28.30% | 8.20% |
| Dental - Orthodontic/Cosmetic Rider A82000 (18-65) | 4.30% | 4.10% | 1.30% | 1.25% | 1.70% | 1.65% | 2.15% | 2.05% | 4.10% | 3.90% |
| Vision VSN100 (18-49) | 35.60% | 9.10% | 10.70% | 2.75% | 14.25% | 3.65% | 17.80% | 4.55% | 33.70% | 8.70% |
| Vision VSN100 (50-59) | 26.45% | 8.60% | 7.95% | 2.60% | 10.60% | 3.45% | 13.20% | 4.30% | 25.05% | 8.20% |
| Vision VSN100 (60-64) | 16.90% | 8.10% | 5.05% | 2.45% | 6.75% | 3.25% | 8.45% | 4.05% | 16.00% | 7.70% |
| Splits | | | Broker 30 Career 70 | | Broker 40 Career 60 | | Broker 50 Career 50 Per Diem option also available | | Broker Enrolled | |

Commissions may vary by state. This information reflects our national package only. Compensation may be different in New York. Depending on value-adds agreed on in advance, there may be commission holdbacks. Refer to actual commission schedules for specific details. Individual coverage is underwritten by American Family Life Assurance Company of Columbus. Individual coverage in New York is underwritten by American Family Life Assurance Company of New York.

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