

# Manager - Where is the Money? Ancillary & Term



	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Agent in Training	6	25	10	8	10	15	15	14/2	15/2	20/3	25/3	30/2	35/4	45/2	50/1	60/0
Agent	8	30	15	12	15	18	18	18/2	19/3	25/5	30/3	35/3	40/5	50/5	55/2	65/0
Manager	10	35	18	15	20	21	24	22/3	25/6	30/7	40/4	45/5	50/7	70/8	75/4	90/2

1 = United Dental

2 = Cigna Dental \$'s per member per year. Renewal – Manager \$1 pmpm, Agent .75 pmpm

3 = United – Term Medical (other than Plus Elite); UBA - Gap +, Gap MD, Gap ER, Super Gap

4 = Alera (MEC Plan); Cigna Term

5 = United – Term Medical Plus Elite

6 = NG - Short Term

7 = HII - Term; UBA Gap - Max, Accident, Critical Illness

8 = NHIC Foundation Health; NHIC PPO Dental

9 = Time - Dental; Manhattan Life - Voluntary Accident

10 = Manhattan - First Choice

11 = Time - Accident Fixed, AME; NG - Accimed / Trimomed; Cigna - Accident Expense; United – Accident

12 = Time - Cancer; Cigna - Accident Treatment; Manhattan - CP4000 Cancer Care

13 = Cigna - Cash Advantage, Critical Illness; United - Critical Illness

14 = Assurity SI - Critical Illness; Manhattan - Viva Family Protection

15 = Time Critical Illness; Assurity Underwritten Critical Illness; Manhattan - Viva Family Protection Premier

16 = Assurity Non Med Term with Critical Illness (10/15/20/30 year term; Assurity UW Term 350+ with CI; Manhattan - Viva Living Benefit

\*\*\*Number in table are listed as percentage unless otherwise noted