



As of 4-30-13

Carrier	Charge back details listed – always check carrier commission schedules, agent contracting packet and/or contact the carrier if you have any questions
AGL	- 100% charge back on surrenders in the first 6 months; 50% on surrenders in the second 6 policy months; EGI SVETR is 100% in the first year on full surrenders
American Nat'l.	- If for any reason the company refunds any premium on which you received a commission or service fee, you shall immediately repay to the company the commission or service fee rendered on such premium
Aviva	- You are not entitled to any compensation with respect to such contracts or applications that are rescinded, declined or cancelled by us for any reason - You will immediately refund to us and such compensation on contracts which are rejected, cancelled, rescinded, not taken or modified, or on returned premiums - With respect to contracts which are refunded within the free look period, we will charge back the entire commission on such insurance contract - In the event of a lapse or surrender, commissions will be charged back during the first policy year as follows: months 1-6 = 100%; months 7-12 = 50% of the commissions paid
AXA	- If policy is surrendered or terminated in the first two policy years, there is a charge back. 100% if during the first 12 months, then reduced % to 50% at month 18. From 41 to 0% from months 19 through 24. See "Schedule 2 to BGA sales agreement" for the breakdown month-by-month - If policy has the "NEW" CVBR on it, If policy is surrendered or terminated in the first 3 policy years, there is a charge back. 100% if during the first 24 months, then reduced % to 50% at month 30. From 41 to 0% from months 31 through 36. See "Schedule 2 to BGA sales agreement" for the breakdown month-by-month
Banner	- If the company shall become liable for the return of any premiums for any cause, including but not limited to, premiums returned under the company's rights to contest a claim and to limit benefits when the insured dies by suicide, the agent shall repay the company on demand the total amount of commissions previously paid to the agent on such premiums. Banner does not chargeback commissions solely due to a lapse in the first 13 months.
Genworth	- No commissions will be payable on account of waived premiums or premiums refunded for any reason. Any commissions received on account of any such premiums shall be promptly returned in full
ING Companies	- Company's discretion will govern as to the comp payable on and charge backs applicable to: exchanges, replacements or conversions including but not limited to those involving an ING affiliate company; first year premiums for a contract applied for within 12 months before or after a previously existing contract on the same life is reduced or terminated; on jumbo cases ; policy fees; adjustments and increases on contracts no longer being sold by the company. In general, they won't hold GA responsible for agent charge backs.
John Hancock	- If a policy lapses during the first 12 months following its date of issue, the company will chargeback 50% of the basic first year commission earned on year 1 premium paid up to target. See JH comp schedules for charge backs on riders
Lincoln Life	- Charge back shall apply to all earned commissions paid by the date of a policy surrender/lapse or face amount decrease. When a policy is decreased or partially surrendered, the amount of commission recalled pertains to the decreased portion of the policy rather than to the policy as a whole - Full or partial surrender/lapse – months 1 to 6 is 100% chargeback; months 7 to 12 is 50% chargeback - Policy face decrease – months 1 to 6 is 100% chargeback; months 7 to 12 is 75% chargeback; months 13 to 24 is 50% chargeback
Met	- When a chargeback occurs all parties that received any portion of the compensation (agent, MGA) will be effected; the chargeback will be reflected on the compensation statement. Each party is responsible for their own chargeback however if after 60 days the broker (agent/agency) has not paid back their chargeback then this will roll up to the managing GA that the broker works through and the managing GA will be responsible for clearing this debt. If the policy or contract owner exercises any right to cancel a policy or contract, and as a result Met refunds or returns any amount of payment made on such policy or contract, any compensation thereon paid by Met shall be promptly repaid. If Met waives a premium for any reason, broker shall not be entitled to compensation on such waived premium - At the end of the first policy year, if the actual premium received is less than the planned monthly cash flow times 12, a chargeback will be assessed. - If the billing mode is changed to an ineligible annualization mode the unearned annualized commissions will be reversed. Any policies which lapse or are surrendered during an annualization period will have the unearned annualized commissions reversed. If any coverage face amount (including riders) is decreased or terminated during an annualization period the unearned annualized commission for all coverages that are currently annualized will be reversed. Any increase in coverage or addition of reider added off anniversary and during and annualization period will immediately have the unearned commissions reversed to avoid overpayment of the first year comp.
Nationwide	- In the event an Ultimate UL insurance policy shall terminate within six months from the date of issue, the full compensation paid thereon shall be charged back - In the event an Ultimate UL insurance policy shall terminate after the six month and before the 25 th month from the date of issue, 50% of the compensation paid thereon shall be charged back - Reductions during the first 4 years and reductions in the specified amount during the first 4 years following an increase will result in a chargeback as follows: in year 1, 100% of the commission target premium commission paid on the amount of reduction; during year 2, 75%; during year 3, 50%; during year 4, 25%

North American	<ul style="list-style-type: none"> - Charge backs apply during the first 3 policy years on CustomGrowth CV policies where the waiver of surrender charge option is elected and the policy lapses or is surrendered. The charges are: 100% - year 1; 75% - year 2; 50% - year 3 - Custom Accumulator: for policies qualifying for the return of premium benefit, there is a 100% chargeback for surrenders in the first year. Full or partial in the second year result in a 75% chargeback
Principal	- If we cancel, rescind, revoke, or terminate a policy or contract for any reason, or if the policy or contract owner exercises any right to cancel otherwise terminate a policy or contract, and as a result, we refund, return or credit any amount of payment made on such policy or contract, you shall promptly repay us any amount of compensation, including but not limited to commissions, paid or credited to you with respect to such policy or contract
Protective	<ul style="list-style-type: none"> - If a lapse, not taken, cancellation or other policy termination occurs, there will be a charge back - (0-6 months, 100%; 7-12 months, 50%) - If a decrease in face amount occurs at any time in the 12 months following an increase, a charge back will occur - (0-6 months, 100%; 7-12 months, 50%) - For UL with ECSV - (0-24 months, 100%; 25-36 months, 50%) - If the company returns a premium on a policy, the company will be repaid the amount of commission or advance received on the premium returned
Prudential	<ul style="list-style-type: none"> - If the company returns any premiums or purchase payments on any policy, there is an immediate obligation to repay all comp previously received as a result of those premiums or purchase payments - 12 month "recapture" rule – if a term essential or term elite policy lapses during the first 12 months, Pru will recapture 100% of the paid comp if the policy lapses in months 1-6 or 50% of the paid comp if the policy lapses in months 7-12 (on UL it's a 12 month "recapture" rule, and 7-12 months is the period for 50% charge back)
SBLI	<ul style="list-style-type: none"> - If a policy on which the producer has received or is due commission lapses or terminates within 12 months of its issuance, other than upon death of the insured, the commission received or due will be charged back as follows: - Terminations during policy months 1 through 6, 100% is charged back; during policy months 7 through 12, 50% is charged back
Transamerica	- Nothing in writing I could find
United of Omaha	- When a partial reduction is made to the specified amount in a policy during the first 2 years, commission may be adjusted in accordance with the reduction
Zurich	- if the company returns for any reason any premiums or purchase payments on any policy, the brokerage firm has an immediate obligation to and must upon demand, repay the company all the compensation previously paid to the brokerage firm as a result of those premiums or purchase payments. Company will use its best efforts to collect compensation due under this paragraph directly from brokers, but brokerage firm is ultimately responsible for payment of the amounts owed by its brokers to company. The company is entitled to exercise a right of offset for any amounts due the company from brokerage firm against any and all compensation payable to brokerage firm under this agreement.