



PIBA OnLine 2015

NEW 140% protection commission option from Zurich

Following negotiations with PIBA we are delighted to announce the launch of a new 140% commission option for your protection business. Initial commission is earned over two years but it is front-loaded so that 100% is earned over the course of year 1 and 40% over the course of year 2.

This option is in addition to the other structures available through your PIBA OnLine agent number and brings greater flexibility to enable you to build a remuneration structure that best fits with your business model.

Commission Option	Year 1 Max (Initial Commission)	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7+	Earnings Period
New 140%	140% (14%*term)	3%	3%	3%	3%	3%	3%	100% Year 1, 40% Year 2
160%	160% (16%*term)	0%	0%	0%	0%	3%	3%	80% Year 1, 20% each Year (2-5)
180% (bullets)	100% (10%*term)	0%	40%	0%	40%	3%	3%	12 Months
180% (spread)	90% (10%*term)	18%	18%	18%	18%	18%	3%	12 Months
208%	100% (10% * term)	12%	12%	12%	12%	12%	12% (3% Yr 11+)	12 Months
Conventional 125%	100% (10%*term) [†]	3%	3%	3%	3%	3%	3%	12 Months

[†]The Conventional 125% option is made up of 100% (10%*term) + 12.5% (online) + 7.5% (PIBO) + 5% (reflexive).

Notes:

To avail of these structures for Guaranteed Term Protection, Guaranteed Mortgage Protection or Pension Guaranteed Term Protection proposals, all you need to do is:

Submit the business online; select the PIBO (i.e. Printing In Broker's Office) option; and choose the commission option you want to have applied. You will have the opportunity to choose between the "140 Structure", the "100 /12 (100 + 12*9) Structure", "160 Structure", the "180 (100, 40, 40) Structure", the "180 (90 + 18*5) Structure" or the "Conventional Structure".

For Whole of Life proposals, if you wish to avail of either of the 180% options please write this in the special instructions field on the paper application form. Otherwise the case will be issued on 90%/100% (10%*term) structure. Please note the 140%, 160%, 208% or the Conventional structures are not available for Whole of Life proposals.

For more information, talk to your Zurich Life Broker Consultant.

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