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May 15th, 2015

PHOENIX SAFE HARBOR TERM COMMISSION INCREASE GUIDELINE MEMO

To: Agents

We have set up a commission increase for you at two different levels of production. The first level is \$3,500 in annual paid premium. The second level is \$10,000 in annual paid premium.

Once a compensation report (scorecard) shows an agent has surpassed the required paid premium (3,500 for 105% and 10,000 for 110%) a commission increase request will be submitted to Phoenix Life, from Brokers Alliance. Once Phoenix Life processes that request, all future business paid after the request has been processed will be paid from Phoenix Life at the increased level.

At this time compensation reports (scorecards) are generated bi-weekly. The commission increase request could then take 24-48 hours to be complete after the compensation report is generated.

Please be advised that policies paid during this period will be paid at the current, lower rate.

Although Brokers Alliance makes no guarantees as to the exact timing of the processing of these increases, we will strive to make sure your request is processed in a timely fashion, as outlined above.

This MEMO will supersede any and all other communications either verbally or in writing from any source.

We Appreciate Your Business!

A handwritten signature in black ink, appearing to read "Charles Truhlar".

Charles Truhlar, CFP, ChFC, LUTCF
National Sales Director

