

THE STANDARD INSURANCE COMPANY - TRUE GROUP BROKER COMMISSION KEY						
LTD						
		Cumulative			Cumulative	Cumulative
		Total			Total	FLAT Comm. %
<i>Annual Premium Range</i>	<i>First/Next</i>	<i>Annual Premium</i>	<i>Comm. %</i>	<i>Comm. \$</i>	<i>Comm. \$</i>	<i>Equivalent</i>
\$0 to \$5,000	\$5,000	\$5,000	15%	\$750	\$750	15.0%
\$5,000 to \$10,000	\$5,000	\$10,000	15%	\$750	\$1,500	15.0%
\$10,000 to \$15,000	\$5,000	\$15,000	15%	\$750	\$2,250	15.0%
\$15,000 to \$25,000	\$10,000	\$25,000	10%	\$1,000	\$3,250	13.0%
\$25,000 to \$50,000	\$25,000	\$50,000	5%	\$1,250	\$4,500	9.0%
\$50,000 to \$100,000	\$50,000	\$100,000	1%	\$500	\$5,000	5.0%
\$100,000 to \$150,000	\$50,000	\$150,000	1%	\$500	\$5,500	3.7%
\$150,000 to \$200,000	\$50,000	\$200,000	1%	\$500	\$6,000	3.0%
\$200,000 +			1%			
Life/AD&D and STD						
		Cumulative			Cumulative	Cumulative
		Total			Total	FLAT Comm. %
<i>Annual Premium Range</i>	<i>First/Next</i>	<i>Annual Premium</i>	<i>Comm. %</i>	<i>Comm. \$</i>	<i>Comm. \$</i>	<i>Equivalent</i>
\$0 to \$2,000	\$2,000	\$2,000	15%	\$300	\$300	15.0%
\$2,000 to \$10,000	\$8,000	\$10,000	10%	\$800	\$1,100	11.0%
\$10,000 to \$15,000	\$5,000	\$15,000	6%	\$300	\$1,400	9.3%
\$15,000 to \$25,000	\$10,000	\$25,000	6%	\$600	\$2,000	8.0%
\$25,000 to \$50,000	\$25,000	\$50,000	4%	\$1,000	\$3,000	6.0%
\$50,000 to \$100,000	\$50,000	\$100,000	2%	\$1,000	\$4,000	4.0%
\$100,000 to \$150,000	\$50,000	\$150,000	1%	\$500	\$4,500	3.0%
\$150,000 to \$200,000	\$50,000	\$200,000	1%	\$500	\$5,000	2.5%
\$200,000 to \$250,000	\$50,000	\$250,000	1%	\$500	\$5,500	2.2%
\$250,000 to \$300,000	\$50,000	\$300,000	0.50%	\$250	\$5,750	1.9%
\$300,000 +			0.50%			
DENTAL						
		Cumulative			Cumulative	Cumulative
		Total			Total	FLAT Comm. %
<i>Annual Premium Range</i>	<i>First/Next</i>	<i>Annual Premium</i>	<i>Comm. %</i>	<i>Comm. \$</i>	<i>Comm. \$</i>	<i>Equivalent</i>
\$0 to \$5,000	\$5,000	\$5,000	10%	\$500	\$500	10.0%
\$5,000 to \$10,000	\$5,000	\$10,000	6.5%	\$325	\$825	8.3%
\$10,000 to \$20,000	\$10,000	\$20,000	3.0%	\$300	\$1,125	5.6%
\$20,000 to \$30,000	\$10,000	\$30,000	2.5%	\$250	\$1,375	4.6%
\$30,000 to \$50,000	\$20,000	\$50,000	2.0%	\$400	\$1,775	3.6%
\$50,000 to \$100,000	\$50,000	\$100,000	1.5%	\$750	\$2,525	2.5%
\$100,000 to \$150,000	\$50,000	\$150,000	1.0%	\$500	\$3,025	2.0%
\$150,000 to \$500,000	\$350,000	\$500,000	0.7%	\$2,450	\$5,475	1.1%
\$500,000 +			0.5%			