



**COMMISSION ADVANCE ADDENDUM FOR:** \_\_\_\_\_

This ADDENDUM supplements and is part of the AGENT AGREEMENT (AGREEMENT) between you and Americo Financial Life and Annuity Insurance Company (formerly The College Life Insurance Company of America), Great Southern Life Insurance Company, and The Ohio State Life Insurance Company, (individually and collectively, the Company, we, us, or our) pursuant to which you or your agents solicit applications for our insurance, annuities, riders and other contracts (policies).

**1. ADVANCE COMMISSION REQUEST**

You hereby request us to make advances of first-year commissions to be earned under the AGREEMENT ("advance commissions"). As consideration for our payment to you of advance commissions subject to the terms and conditions of this ADDENDUM, you (a) represent to us that any advances hereunder are solely for business purposes, and (b) agree to the terms and conditions of the ADDENDUM.

**2. COMPANY'S RIGHTS**

The Company has the following additional rights to:

- A. determine the amount of any advance commissions payable to you,
- B. decline an advance commission to you at our sole discretion, and
- C. establish a maximum amount of advance commissions that may be outstanding at any time.

**3. ADVANCES ON FIRST YEAR LIFE AND ANNUITY PREMIUMS**

For purposes of this ADDENDUM, advance commissions for Life and Annuity products may be up to 75 percent of the expected first-year commissions of an insurance contract for which the premiums are to be paid to us during the first policy year. The advance commissions will be calculated in accordance with the following guidelines, subject to the Company's rights in Paragraph 2.

- A. Maximum advance commission on a policy is two thousand dollars (\$2,000).
- B. Any unearned advance commissions on a policy will be charged back and offset against any monies payable to you, under the following conditions:
  - 1. If any policy is returned to the Company as "Not Taken", or the initial premium is not paid within 150 days of the advance commission date.
  - 2. If after a policy's initial premium is paid, subsequent premium is not received within 150 days of the previous premium payment.
  - 3. If any policies that advance commissions have been paid on terminates for any reason.
  - 4. At the end of the tenth month after the advance date, if there are any unearned advance commissions remaining.

**4. INDEBTEDNESS**

The amount of advance commissions paid to you is indebtedness as contemplated in Paragraph 3.C of the AGREEMENT. Any advance commissions charged back in accordance with Paragraph 3.B. of this ADDENDUM shall be a general indebtedness, and you agree to reimburse us for all attorney's fees and other collection costs as permitted by law and all such amounts shall become indebtedness hereunder.

In order to secure the full and prompt payment of any and all indebtedness due from you or your agents to us or guaranteed by you, the Company will have a security interest and first lien on any monies due at any

time under the SCHEDULE OF COMMISSIONS or any applicable addendum. In addition to any statutory or other legal basis, the Company will have the right of offset and, at any time, may deduct from any monies, or other rights due you, such indebtedness together with interest at the maximum rate allowed by the law of your state and any attorneys' fees and collection costs incurred by us. Any compensation due to you from any of our companies is subject to a similar security interest and may be offset against any indebtedness owed by you to any of our other companies.

5. TERMINATION OF ADDENDUM

This ADDENDUM of the AGREEMENT may be terminated with or without terminating the AGREEMENT itself, by you, your general agent, or us at any time. Notification by you or us of termination of the AGREEMENT will also immediately terminate the Company's obligations under this ADDENDUM.

\_\_\_\_\_  
Agent's Name (please print)                      Agent Number                      Date

By: \_\_\_\_\_  
Agent's Signature (1)

(1) If partnership, a general agent must sign. If corporation, an authorized executive officer must sign.