



Commission - Tips

Commission Payments

National Life Distribution (NLD) pays commissions for applications written on National Life (NL) paper on the 15th and the last business day of each month. Statements are available two days in advance.

NLD pays commissions on behalf of ESI on the 15th and the last day of each month via Electronic Funds Transfer (EFT) according to the Schedule A form on file.

- ESI pays commissions as expeditiously as possible after they are received from the product vendor.
- Commissions are generally received within one week of investment, and depending on the timing of NLD's payroll cycles, payment of net commissions may take up to two weeks.
- Advisory fees for asset management programs through ESI Financial Advisers (EFA) are deducted from accounts quarterly, and generally paid in the last commission payment in the month following the last month of each quarter (e.g., quarter ending June 30 fees are deducted in July and paid in the July 31st commission payment).
- Detailed commission statements and blotters are available through ESI's Activities and Commission Engine (ACE) portal.

NLD pays commissions for applications written on Life Insurance Company of the Southwest (LSW) paper on a weekly basis. Normally cut-off is Thursday night. Deposits are made on Tuesday. Holidays can affect the schedule.

The commission calendar is available on the NLG website: NationalLife.com

Compensation Statements

Compensation statements are available on the NLG website. You have access to the following reports:

- Commission Statements for 2 years
- Gross Commissions for pending cycle as well as previous paid cycle
- Commission Policy History for up to 2 years
- EFT Setup and Change Forms
- Yearly Commission Cutoff calendars

Large Commission Payout

Any commission that is in excess of \$15,000 per policy, per agent, in a given payroll cycle is reviewed prior to payout. Factors considered for risk include; but are not limited to:

- Checks received for premium are considered good funds (this could take up to 10 business days to validate)
- Delivery of the policy and expiration of the free-look period. (Free-look periods vary from 10-30 days and starts from the time the delivery receipt is signed)
- No commission will be paid prior to the receipt of premiums.

First year commission rates are paid up to Commissionable Target Premium (CTP). Premium received beyond target may generate at excess/renewal rates if your contract allows.

Electronic Funds Transfer (EFT) / Direct Deposit

The fastest and safest way to receive commissions. We will not cut a check for less than \$350.00. If your commission is less than \$350.00, it will sit and accumulate in a threshold amount until enough is collected for a check to be issued. With EFT/Direct Deposit, commissions are paid out regardless of the amount, there is no minimum deposit.

Obtain the Electronic Funds Transfer (EFT) Set-up and Change Forms online. Go to: NLG Agent Portal and select Compensation to find forms. Submit completed form by:

- Email: NLGcompensation@NationalLife.com
- Fax: 802-229-3738

1099-MISC forms

1099-MISC forms are produced if compensation is \$600.00 or more for non-exempt parties.

Servicing agent changes do not change vested commissions. Only commissions on increases are paid to a new servicing agent.

National Life may report debt balancing in excess of \$400 to Vector.

Questions

Commissions

Call: 800-906-3310

Email: NLGcompensation@NationalLife.com

Debt

Email: NLG_Accounting@NationalLife.com

ESI Commissions

Call: 800-344-7437

Email: ESIcommissions@NationalLife.com