



AGENT ADVANCE ADDENDUM AND COMMISSION SCHEDULE

This advance commission addendum, executed in duplicate original, this ____ day of _____, 200__ between the Ludwig Group of St. Louis L.L.C. DBA, The Insurance Pros (TIP) hereinafter called the "company", and _____ address _____ of _____ state of _____ hereinafter called the "Agent"

WHEREIN IT IS MUTUALLY AGREED AS FOLLOWS:

- 1. ADVANCE COMMISSIONS.** The company agrees to advance commissions to the agent according to the schedule attached. The advance will be paid on policies submitted to and accepted by the company, on monthly pre-authorized bank draft mode, all other modes will be credited as earned. A chargeback will be made to the Agents advance account if a refund occurs for any unearned portion of commissions. The company may stop advancing commissions with or without cause at any time by placing a written notice to the last address of the agent.
- 2. ADVANCE CHARGED TO AGENTS ACCOUNT.** Each advance made to the Agent, if any, will be charged (debited) to the agents account with the company. The agent grants the company a first lien and security interest against the agents account with the company in accordance with section F (indebtedness) of the agent's contract.
- 3. RESPONSIBILITY TO REPAY ADVANCE.** In consideration for advancing commission to the agent, the agent hereby agrees to repay the advance in full if taken, as well as any other charges that may apply, with interest thereon in accordance with section F (indebtedness) and in accordance to agent contract with service charge in note and agreement section. TIP reserves the right to change the interest rate with a 30 day written notice.
- 4. EARNED COMMISSIONS CREDITED TO ACCOUNT.** The company will credit commissions earned in accordance of the agent's contract. No commission other than the advance commissions described above will be paid to the agent until the agents account with the company has covered all refunds and advertising loans (if any) and the account generates an aggregate credit balance.
- 5. ASSIGNMENT.** Agent agrees to an assignment of the agents account with the company, to a third party as long as the account is in a debit balance position.
- 6. OFFSET ON OTHER ACCOUNT.** If the agent has any other accounts with the company and the company through its review and analysis of the agents account to which the advance commissions are being charged (debited) determines that the earned commission credited to the account according to provision four above will not produce a credit balance in the account within a reasonable period of time (A reasonable period of time being twelve(12) months), then

the agent agrees that the company may use any of the agents other accounts with the company to offset the debit balance in the agents accounts to which the advance commissions are being charged.

7. **SUB-AGENTS.** The advance schedule attached to this addendum constitutes the total advances payable to agent and his sub-agents under this agreement. Advances payable to sub-agents may be paid directly to sub-agents by the company in which event the amount due the agent shall be reduced by amount of such payment. In the event advance commissions are due sub-agents are paid by the company to the agent. Agent agrees to make such payments to sub-agent and agrees to indemnify the company for any liability therefore.
8. **CHOICE OF LAW.** Any dispute arising from this agreement will be subject to the jurisdiction of the courts of the State of Missouri and is to be interpreted in accordance with the laws of the State of Missouri.
9. **PERSONAL GUARANTEE.** The agent does hereby unconditionally guarantee payment of any and all advances and interest paid in accordance with this addendum.
10. **OTHER PROVISIONS.** Execution of this addendum in no way changes, modifies, or alters in any manner the provisions of the original contract to which this addendum is made a part.

IN WITNESS WHEREOF, this addendum has been signed by the parties hereto:

SOCIAL SECURITY NUMBER _____

Agent typed or printed name

Agents Signature

Date

BY: _____

Official TIP signature

**AGENT ADVANCE ADDENDUM AND COMMISSION SCHEDULE
COMMISSION SCHEDULE AND ADVANCE %**

<u>COMPANY</u>	<u>YEAR 1</u>	<u>MO ADV</u>	<u>RENEWALS</u>
TIME INSURANCE (ASSURANT)	15%	12	3%>
GOLDEN RULE- W/O LIFE	9%	12	3%>
GOLDEN RULE W/ LIFE	12%	12	3%>
AMERICAN COMMUNITY	15%	6-9	5%>
AMERICAN COMMUNITY GROUP	3%	0	3%>
UNICARE	15%	6	5%>
CONSECO HOSPITAL SECURE	40%	9	5%>
CONSECO HOSPITAL SECURE (AGES 55-64)	20%	9	5%>
CONSECO ACCIDENT SECURE	40%	9	5%>
CONSECO CANCER SECURE	40%	9	5%>
CONSECO PFFS W/O SCRIPT	320\$	0	\$100>
CONSECO PFFS W/ SCRIPT	380\$	0	\$122>
CONSECO MED SUPP	15%	9	5%>
CONSECO TERM LIFE	70%	9	1%>
CONSECO WHOLE LIFE (AGE 50-75)	80%	9	1%>
CONSECO WHOLE LIFE (AGE 76-80)	60%	9	1%>
CONSECO WHOLE LIFE (AGE 81-85)	40%	9	1%>
ANTHEM BLUE CROSS BLUE SHIELD MO	5%	0	3%>
ANTHEM BCBS MO GROUP	5%	0	3%>
ANTHEM LIFE	15%	0	3%>
COVENTRY PFFS W/O PRESCRIPTION	\$320 PER APP	0	100\$ PER APP>
COVENTRY PFFS W/ PRESCRIPTION	\$380 PER APP	0	122\$ PER APP>
P&C PRODUCTS	5%	0	5%
BLUE CROSS OF ILLINOIS	10%	0	5%
AETNA	10%	0	3%
CELTIC	5%	0	5%
AFLAC ACCIDENT/SICKNESS	20%	0	0%
AFLAC DENTAL	10%	0	0%
ASSURANT EMPLOYEE BENEFITS DENTAL	15\$ PER APP	0	0%