



The Standard[®]

Standard Insurance Company
Individual Annuities 800.247.6888 Tel 800.378.4570 Fax
1100 SW Sixth Avenue Portland OR 97204-1093
www.standard.com annsales@standard.com

Annuity Producer Product and Compensation Amendment

1 Amendment of Producer Sales Contract

This Product and Compensation Amendment is effective June 1, 2023. Except as otherwise expressly set forth herein, this amendment supersedes and completely replaces any and all previous Product and Compensation Amendments and Commission Schedules under Your Producer Sales Contract with Standard Insurance Company. This amendment is added to and shall become a part of Your Producer Sales Contract with Standard Insurance Company and, except as expressly provided for herein, all of the terms and conditions of Your Producer Sales Contract shall remain in full force and effect.

2 Compensation on Deposits Received as a Percentage of Deposits

This Product and Compensation Amendment authorizes You to take applications for any of the Annuity Products listed in section 4 of this amendment, **Commission as a Percentage of Premium**, in those states where the product is available.

3 Compensation

- 3.1 Compensation to You consists of commissions on policies sold by You. Commission shall be payable to You as premium is received in cash by Standard Insurance Company, subject to Standard Insurance Company's established practices in effect at the time, including any disbursement minimum. In all cases involving a disputed or questionable commission claim, Standard Insurance Company's decision shall be binding and conclusive. For income and other tax-reporting purposes, Standard Insurance Company will report all income paid under this contract to You.
- 3.2 Any commission (first-year and renewal) payable on policies sold by producers working for You or on Your behalf who have named You as Payee in their Producer Sales Contract will be paid to You. You will be responsible for payment of any compensation to said producers, based on the sale of Standard Insurance Company products.
- 3.3 Compensation generated under Your Producer Sales Contract for sales dated on or after the above effective date shall be calculated according to section 4 of this amendment, **Commission as a Percentage of Premium**. Standard Insurance Company reserves the right to change any part of the Product and Compensation Amendment at any time. The commission calculations stated in this commission schedule, however, shall continue to apply until such a changed schedule is posted on our website or otherwise made available to you.
- 3.4 A Producer shall disclose to the customer, as may be required by law, the source and amount of Producer's compensation related to that customer's Standard Insurance Company products.

4 Commission as a Percentage of Premium. *Enhanced Choice Index commissions shown below apply to all Enhanced Choice Index products and series by duration.*

		Issue Age 0-80		Issue Age 81-85		Issue Age 86-90		Issue Age 91-93	
		At Issue	Trail	At Issue	Trail	At Issue	Trail	At Issue	Trail
Index-Rate Annuities : Single Premium									
Enhanced Choice Index 5	Option A	5.00%	0.00%	2.50%	0.00%	1.25%	0.00%	1.00%	0.00%
	Option B	2.75%	0.75%	1.50%	0.25%	0.50%	0.25%	0.25%	0.25%
	Option C	1.50%	1.00%	Not Available		Not Available		Not Available	
Enhanced Choice Index 7	Option A	6.00%	0.00%	3.00%	0.00%	1.50%	0.00%		
	Option B	3.00%	0.75%	1.50%	0.25%	0.50%	0.25%		
	Option C	1.50%	1.00%	Not Available		Not Available			
Enhanced Choice Index 10	Option A	7.00%	0.00%						
	Option B	3.25%	0.75%						
	Option C	1.75%	1.00%						

		Issue Age 0-80		Issue Age 81-85		Issue Age 86-90		Issue Age 91-93	
Index-Rate Annuities : Single Premium		At Issue	Trail	At Issue	Trail	At Issue	Trail	At Issue	Trail
Index Select Annuity 5	Option A	3.00%	0.00%	1.50%	0.00%	1.35%	0.00%	1.35%	0.00%
	Option B	1.75%	0.30%	1.00%	0.25%	0.50%	0.25%	0.50%	0.25%
	Option C	1.00%	0.45%	Not Available		Not Available		Not Available	
Index Select Annuity 7	Option A	4.00%	0.00%	2.00%	0.00%	1.45%	0.00%		
	Option B	2.00%	0.45%	1.50%	0.25%	0.75%	0.25%		
	Option C	1.00%	0.65%	Not Available		Not Available			
Index Select Annuity 10	Option A	5.00%	0.00%						
	Option B	2.50%	0.50%						
	Option C	1.00%	0.80%						

		Issue Age 0-80		Issue Age 81-85		Issue Age 86-90		Issue Age 91-93	
Fixed-Rate Annuities : Single Premium		At Issue	Trail	At Issue	Trail	At Issue	Trail	At Issue	Trail
Focused Growth Annuity 3	Option A	1.50%	0.00%	0.75%	0.00%	0.50%	0.00%	0.50%	0.00%
Focused Growth Annuity 5	Option A	2.00%	0.00%	1.00%	0.00%	0.77%	0.00%	0.77%	0.00%
Focused Growth Annuity 7	Option A	2.00%	0.00%	1.00%	0.00%	0.77%	0.00%		
Focused Growth Annuity 10	Option A	3.00%	0.00%						
Multi-Choice Annuity 3	Option A	1.50%	0.00%	0.50%	0.00%	0.50%	0.00%	0.50%	0.00%
Multi-Choice Annuity 5	Option A	2.50%	0.00%	1.25%	0.00%	1.00%	0.00%	0.90%	0.00%
Multi-Choice Annuity 7	Option A	3.50%	0.00%	1.75%	0.00%	1.50%	0.00%		

		Issue Age 0-80			Issue Age 81-85			Issue Age 86-90		
Fixed-Rate Annuities : Flexible Premium		At Deposit			At Deposit			At Deposit		
		Year 1	Year 2 -10 Renewal	Year 11+ Service	Year 1	Year 2 -10 Renewal	Year 11+ Service	Year 1	Year 2 -10 Renewal	Year 11+ Service
Flexible Premium Deferred Annuity ^①		1.00%	0.50%	0.50%	0.50%	0.25%	0.25%	0.40%	0.25%	0.00%

All Available Issue Ages				
Immediate Annuities : Single Premium		Under 48 Months	48 to 59 Months	60 Months or Longer
Tailored Income Annuity		N/A	N/A	3.00%
Restricted Immediate Annuity		N/A	1.00%	3.00%

		Issue Age 0-80 ^②	Issue Age 81-85 ^②	Issue Age 86-90 ^②	Issue Age 91-93 ^②
Annuitizations	Contract Year	At Event	At Event	At Event	At Event
Out-of-Surrender*	All	3.00%	2.00%	1.50%	1.00%
In-Surrender	1-5	0.00%	0.00%	0.00%	0.00%
	6+	2.00%	1.50%	1.00%	1.00%

* For window products, out-of-surrender is only during the window period

① FPDA available for sale to existing plans only. First-year commission is payable on FPDA increases over the highest previously billed premium.

② Issue Age shall apply to the older of the Owner or Annuitant, if different.

- Trail commission percentage noted is an annual percentage paid on a calendar-quarter basis. Trail commission will be paid on the annuity fund value beginning as of the first calendar quarter following the contract anniversary date. Trail commission will be paid for the life of the contract.
- Annuitization of a deferred annuity in the first contract year will see the original commission rate adjusted to the corresponding immediate annuity commission rate.

5 Special Rules

- 5.1. Any single premium in excess of \$1,000,000 (or any total premium for individual annuities on any one life in excess of \$1,000,000) will be subject to commission and bonus rates determined by Standard Insurance Company.
- 5.2. Annuitization of any deferred annuity with contractually guaranteed rates in excess of the current crediting rates will be subject to commission rates determined by Standard Insurance Company.
- 5.3. No commissions will be paid on the settlement options of *Until Funds Exhausted* or *Interest Bearing Deposit*. Commission for internal transfer/exchange of fixed-rate and index-rate annuities payable at the discretion of Standard Insurance Company. Internal transfer of a deferred annuity into a Restricted SPIA or annuitization of a deferred annuity in the first contract year will see the original commission rate adjusted to the corresponding immediate annuity commission rate.
- 5.4. Recapture of Commission
 - On Surrender of fixed and index annuities with Principal Guarantee Rider
 - 100% of commission will be recaptured on annuities surrendered during the first twelve months; and
 - 50% of commission will be recaptured on annuities surrendered from the thirteenth through the twenty-fourth month.
 - On Surrender of all other fixed and index annuities
 - 100% of commission will be recaptured on annuities surrendered during the first six months; and
 - 50% of commission will be recaptured on annuities surrendered from the seventh through the twelfth months.
 - On Death of Owner or Annuitant (if different) of fixed and indexed annuities with an enhanced death benefit rider
 - 100% of commission will be recaptured if death occurs during the first six months; and
 - 50% of commission will be recaptured if death occurs from the seventh through the twelfth months.
 - On Death of Owner or Annuitant (if different) of all other fixed and index annuities
 - 100% of commission will be recaptured if death occurs during the first six months; and
 - 50% of commission will be recaptured if death occurs from the seventh through the twelfth months.
- 5.5. Commissions for products other than those listed on this Commission Schedule will be determined by Standard Insurance Company.

6 Vesting

Should either You or Standard Insurance Company terminate this Contract, compensation for policies in force after termination will be payable as follows:

- 6.1 If termination results from other than forfeiture under the **Forfeiture of Contract Rights, Benefits and Compensation** provision of Your Contract, commissions as described in section 4 of this amendment, **Commission as a Percentage of Premium**, will continue to be paid as if Your Contract was still in force on policies sold before termination by You or any other Producers who have designated You as payee for all of said Producers' compensation. However, no bonuses or service fees of any kind will be payable after such termination. Notwithstanding the foregoing, if after termination You do any act as listed in the **Forfeiture of Contract Rights, Benefits and Compensation** provision of Your Contract, no compensation of any kind will be paid to You thereafter.
- 6.2 If termination is as a result of forfeiture under the **Forfeiture of Contract Rights, Benefits and Compensation** provision of Your Contract, no compensation of any kind will be paid to You after such termination.
- 6.3 In addition, if any of the Producers who have designated You as payee for all of said Producers' compensation terminate under the **Forfeiture of Contract Rights, Benefits and Compensation** provision of their contracts, no further commissions on policies sold by such Producers shall be paid to You.

7 Adjustments

- 7.1 Returned Premiums
All compensation paid to You as provided in section 3 of this amendment, **Compensation**, and section 4 of this amendment, **Commission as a Percentage of Premium**, on any premiums that are subsequently returned or otherwise not received by Standard Insurance Company shall, upon Our demand, become a debt due from You to Standard Insurance Company, payable according to section 8 of this amendment, **Repayment of Indebtedness**.
- 7.2 Replaced Policies
If, in Standard Insurance Company's judgment, a new policy on an insured is to replace a terminated Standard Insurance Company policy or a terminated policy Standard Insurance Company administers on the same insured, compensation will be paid according to Standard Insurance Company's established practices in effect at the time.

8 Repayment of Indebtedness

Unpaid advances, commission recapture and loan balances You owe to Standard Insurance Company are debts payable by You to Standard Insurance Company. You agree to repay these sums promptly to Standard Insurance Company, including reasonable interest as determined by Standard Insurance Company. Any such debts, at Our sole discretion, may offset any commissions or other compensation payable to You by Standard Insurance Company.