



Amerigo Financial Life and
Annuity Insurance Company
PO Box 410288
Kansas City, MO 64141-0288

March 23, 2012

TO: Amerigo Agents
RE: Future Provider Series Commission Chargeback Change

Effective April 2, 2012, all Future Provider and Future Provider Bonus annuities issued will now chargeback for death in the first contract year. The chargeback will be 100% in the first six months and 50% in months 7 through 12.

This change makes Future Provider Series chargeback guidelines consistent with Platinum Assure, Platinum Secure, and Ultimate One Index Series. See included flyer for more information.

Should you have any questions, or if we can be of any assistance, please contact Amerigo Sales Support at 800.231.0801.

Thank you for your business.

Amerigo Marketing

Commission Chargeback Guidelines

ANNUITIES

Future Provider Series • Platinum Assure • Platinum Secure • Ultimate One Index Series

- ▶ A commission chargeback will occur upon death, surrender, lapse, cancellation, and withdrawal (100% in the first six months and 50% in months 7 through 12).
- ▶ A commission chargeback of 100% will occur if funds are withdrawn in the first year due to the nursing home rider.
- ▶ A commission chargeback of 100% will occur on the withdrawn amount for Required Minimum Distributions made within the first year.

LIFE INSURANCE POLICIES

As earned commissions are charged back on life policies for the following reasons:

- ▶ Policy is returned as “not taken”
- ▶ Returned draft on premium payment (account closed, insufficient funds, etc.)
- ▶ Denied death claim
- ▶ Policy is rescinded

Unearned advance commission will be charged back for the following conditions:

- ▶ Policy is returned as “not taken”
- ▶ If, after the initial periodic premium is paid, subsequent periodic premium is not received within 150 days of the previous premium payment (excluding Single Premium Dump-ins)
- ▶ If policy terminates or rescinds for any reason
- ▶ If there is any outstanding advance balance remaining at the end of the advance period
- ▶ Returned draft on premium payment (account closed, insufficient funds, etc.)

Life Exceptions:

Ultra Protector III: 100% of the total first-year commission is charged back for death, withdrawal, lapse, and surrender occurring during the first Contract Year.

Lifetime Legacy: No chargebacks on death, lapse, or surrender.

HMS: 100% of earned commission recouped on cancellation, lapse, or surrender if three or fewer monthly premiums are paid.

We're here to help.

Agent Contact Center • 800.231.0801 • pending.business@americo.com