

## ZURICH – commission arrangements

These details are correct as at 1<sup>st</sup> April 2020.

### Single contribution products (Pensions, Investments)

	Up front commission	Trail commission
<b>Single Contribution Pension</b>		
	5.50%	0.50%
<b>Single Contribution PRSA (Standard)</b>		
	5.50%	0.00%
<b>Single Contribution PRSA (Non-Standard)</b>		
	5.0%	0.50%
<b>Approved Retirement Funds</b>		
	5.0%	0.50%
<b>Annuities</b>		
	3.0%	N/A
<b>Investment Bonds</b>		
	5.0%	0.50%
<b>Trustee Investment Plans</b>		
	5.0%	0.50%

**Commission clawback:** Commission clawback typically does not apply on single contribution products

### Regular contribution products (Pensions, Savings)

	Initial commission	Renewal / Bullet Commission	Trail commission
<b>Regular Contribution Pension</b>			
	20.0%	3.0% renewal	0.50%
<b>Regular Contribution PRSA (Standard)</b>			
	5.0%	5.0% renewal	0.0%
<b>Regular Contribution PRSA (Non-Standard)</b>			
	5.0%	5.0% renewal	0.50%
<b>Savings Plan</b>			
	15.0%	1.0% renewal	0.50%

**Commission clawback:** Commission clawback applies over a 4 year period for all initial commission. Commission clawback also applies over a 4 year period for any bullet commission noted.

### Term Assurance, Mortgage Protection & Whole of Life

	Year 1	Year 2	Renewal from Year 3+
Term Assurance Mortgage Protection	110%	40%	3%
	Year 1	Years 2-6	Renewal from Year 7+
Whole of Life	90%	18%	3%

### Group Protection

#### Group Life Cover

	Yr1	2	3
	6.0%	6.0%	6.0%

**Commission clawback:** Does not apply. Commission is paid as premiums are received.

#### Group Permanent Health Insurance & Group Serious Illness Cover

	Yr1	2	3
Default			
	12.5%	12.5%	12.5%

**Commission clawback:** Does not apply. Commission is paid as premiums are received.

	Year 1	Renewal from Year 5+
Income Protection	200%	3%

**(Clawback applies for the first 4 years)**

In some individual circumstances, the level of commission may vary due to the length of time the policy will be in force, the level of investment funds under consideration and some other variable parameters. Where this situation may arise, both the normal commission arrangement, as outlined above, and the variation agreed with the individual client, and the reason for the variation, will be fully disclosed, explained and documented to the client and/or their representative before any business is concluded.

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