

## AVIVA LIFE & PENSIONS IRELAND DAC

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

	Year 1	Years 2-5	Renewal from Year 6+
Term Assurance Mortgage Protection, Whole of Life	120%	20%	3%
	Year 1	Year 2-5	Renewal from Year 6+
Income Protection	200%	20%	3%

### **Single Premium PRSA**

Product	Initial %	Recurring %
Single Premium PRSA	4%	0.5%

### **Savings**

The Savings contract typically provides for an Initial Commission as outlined below. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %	Clawback Period (Months)
Savings	15%	1%	48

### **Personal Retirement Savings Account RP (PRSA)**

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %	Clawback Period (Months)
Regular Premium PRSA	22.5%	0.5%	48

**Personal Retirement Bond (PRB)**

*The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.*

Product	Initial %	Recurring Commission %
PRB	5.25%	1%

### ***Mortgage Protection***

A Mortgage Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Brokerage for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %	Clawback Period (Months)
Mortgage Protection	150%	22%	24

### ***Income Protection***

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Brokerage for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %	Clawback Period (Months)
Income Protection	200%	3%	48

### ***Investment***

An Investment Product typically provides for an Initial Commission as outlined below. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %
Investments	5.25%	1%

### ***Defined Contribution Pension***

A Defined Contribution Product typically provides for an Initial Commission as outlined below. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %	Clawback Period (Months)
Regular Premium pension	20%	1%	48
Single premium pension	5.25%	1%	-

### ***Approved Retirement Fund (ARF)***

An ARF Product typically provides for an Initial Commission as outlined below. Brokerages may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Product	Initial %	Recurring Commission %
ARF	5.25%	1%

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.

### ***Annuities***

Product	Initial %	Recurring Commission %
Annuity	3%	0%

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.