

# BalancedChoice® Annuity (BCA™) Commission Bonus

The more you sell, the more you earn!

Take the challenge and earn a **bonus of up to 100 basis points** on qualifying BalancedChoice Annuity production. To qualify, applications must be signed and dated on or after February 1, 2016 and no later than June 30, 2016. Applications must be received in good order by July 8, 2016 and computer issued by August 12, 2016.

Here's how it works:

| Bonus Goal on qualifying BalancedChoice Annuities (Net Premium Paid) | Agent Bonus | Example Bonus Earning   |
|--|-------------|---|
| \$1,000,000 - \$1,499,999  | 75 bps      | If the writing agent has \$1,250,000 in qualified BCA production, they will receive <b>\$9,375</b><br>(\$1,250,000 x .75% = \$9,375)    |
| \$1,500,000 +  | 100 bps     | If the writing agent has \$2,000,000 in qualified BCA production, they will receive <b>\$20,000</b><br>(\$2,000,000 x 1.00% = \$20,000) |

There's no limit on the amount you can earn!

Athene will make two payments to agents who qualify for the incentive: one payment made to all qualified agents by 6/30/2016 for qualified business computer issued in February, March, April, and May. The second payment will be made by 9/15/2016 for the remainder of qualified business computer issued through 8/12/2016. For agents who cross into a higher qualification threshold after the first payment has been made, a true-up will be included in their 9/15/2016 payment.

For more information on the BalancedChoice Annuity or commission bonus qualifications, please contact your IMO.

To qualify, BalancedChoice Annuity applications must be signed and dated on or after 2/1/2016 and no later than 6/30/16, received in good order by 7/8/16 and computer issued between 2/1/16 and 8/12/16. Bonuses based on net premium received through 8/12/16 will be paid by Athene to the qualifying agents by 9/15/16.

A qualifying agent must have an active contract with Athene and be in good standing to receive the bonus payment.

Qualifying products include BalancedChoice Annuity 8, BalancedChoice Annuity 8S, BalancedChoice Annuity 10, BalancedChoice Annuity 10FL; and BalancedChoice Annuity 12.



**For agent use only.** Not to be used with the offer or sale of annuities.

The BalancedChoice® Annuity BAABAS (02/13), BAA12 (09/09), BAA10 (07/12), BAA8 (09/09), BAAIR2 (02/13) or state variation, are issued by Athene Annuity and Life Company, West Des Moines, IA. Product features, limitations and availability vary; see Certificate of Disclosure for full details. Products not available in all states.