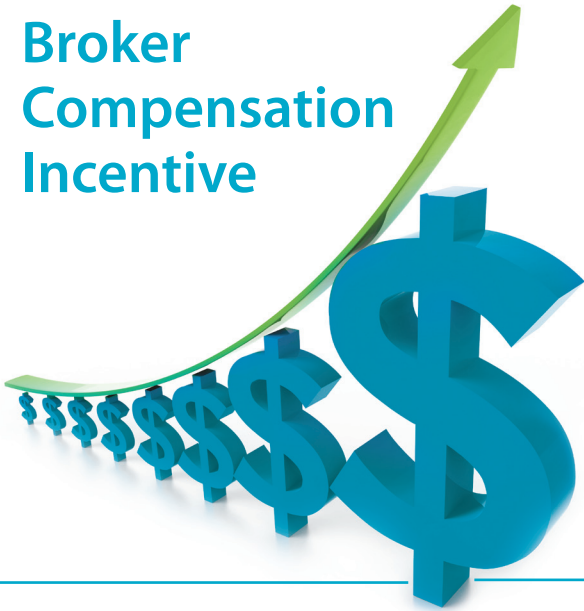


Sales Booster

Broker Compensation Incentive



Boost your Disability 1000 and Accident 1.0 sales in new Colonial Life accounts, and we'll boost your compensation on the new account net sales premium!*

- Brokers who reach \$25,000 of Disability 1000 and/or Accident 1.0 new account net sales premium are eligible for a 2% compensation incentive on those sales.*
- Brokers who reach \$75,000 of Disability 1000 and/or Accident 1.0 new account net sales premium are eligible for a 4% compensation incentive on those sales (paid back to the first dollar).*

Sales Booster Program Details

- This offer applies to new account net sales premium for Colonial Life's Disability 1000 and/or Accident 1.0.* No additional product substitutions beyond those identified in this flier are permitted.
- Sales Booster runs between the sales week ending Aug. 4, 2012, and year-end 2012.
- The first \$1 million of Disability 1000 and/or Accident 1.0 new account net sales premium is the maximum amount Colonial Life will count from a single, new account when determining the compensation incentive.*
- Incentive payments will be made in a single installment following the end of 2012, one week after the standard Colonial Life broker bonus is paid.
- This program is only available in states where Disability 1000, Accident 1.0 or Accident Care are approved.
- Qualifying brokers must be contracted with Colonial Life and have an active license with the appropriate state Departments of Insurance.
- Colonial Life reserves the right to discontinue this compensation incentive at anytime.
- If more than one broker is assigned to the account, net sales premium from the account is allocated proportionately based on each broker's commission split.
- Colonial Life carefully monitors the quality of business generated by the top prize contenders. If accounts are not established in accordance with normal company rules and regulations, the company may, at its discretion, eliminate all or a portion of the sales premium/sales credits from point totals for this contest.
- Inquiries should be directed to Colonial Life's sales compensation department by calling 800.438.6423, Option 2, 3.

* Disability 1000 and/or Accident Care is also an approved combination.

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Colonial Life products are underwritten by Colonial Life & Accident Insurance Company, for which Colonial Life is the marketing brand.

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Colonial Life
Making benefits count.

1200 Colonial Life Boulevard, Columbia, South Carolina 29210

coloniallife.com

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