



Agency Managers' | BULLETIN

No. 3872

April 6, 2011

To General Agents

TransProtector Commissions –
Revised Schedule

This Agency Managers' Bulletin provides commission information for TransProtector® policies issued from applications:

- Dated May 6, 2011, and later; or
- Dated *prior* to May 6, 2011, but received in our Cedar Rapids offices after May 20, 2011.

The commission schedule described in AMB No. 3711 (published August 30, 2006) will continue to apply to all TransProtector policies issued from applications dated prior to May 6, 2011 (and provided that the applications are received by us in our Cedar Rapids offices prior to May 21, 2011).

TransProtector is a modified single premium universal life insurance product. An optional Return of Premium at Surrender rider is available, subject to underwriting rules.

TransProtector Commission Information

This product permits three types of premiums: (1) Single Premiums; (2) Scheduled Required Premiums; and (3) Additional Premiums. Single Premiums are one-time premiums paid at policy issue. Scheduled Required Premiums are level annual premiums, the first of which is required to be paid at issue, and the remainder required to be paid on each applicable policy anniversary. Scheduled Required Premiums may be paid for periods of at least two years, but not more than 10 years. The period is elected on the application. Additional Premiums are unscheduled premiums and, subject to policy limitations, may be allowed following the later of (a) the end of the last policy year for which surrender charges apply (policy year 8 or earlier); and (b) the end of the last policy year for which a scheduled required premium is due.

Gross total commission rates that apply to each Single Premium and to each Scheduled Required Premium vary by Issue Age. Issue Age is the age last birthday of the insured on the Policy Date. Rates are shown as a percentage of premium paid into the policy.



Transamerica Life Insurance Company • Transamerica Financial Life Insurance Company

Issue Ages	TransProtector Gross Total Commission Rates
30-50	9.00%
51-60	8.00%
61-70	5.00%
71-80	3.00%
81-85	Product not available for sale

Different levels for splits between the General Agent (GA) and the Producer are shown below.

Issue Ages 30-50

Levels	Gross Commissions	GA	Producer
1	9.00%	1.00%	8.00%
2	9.00%	1.50%	7.50%
3	9.00%	2.00%	7.00%
4	9.00%	2.50%	6.50%
5	9.00%	3.00%	6.00%
6	9.00%	3.50%	5.50%
7	9.00%	4.00%	5.00%
8	9.00%	4.25%	4.75%
9	9.00%	4.25%	4.75%
Other option	9.00%	0.50%	8.50%

Issue Ages 51-60

Levels	Gross Commissions	GA	Producer
1	8.00%	1.00%	7.00%
2	8.00%	1.50%	6.50%
3	8.00%	2.00%	6.00%
4	8.00%	2.50%	5.50%
5	8.00%	3.00%	5.00%
6	8.00%	3.50%	4.50%
7	8.00%	3.75%	4.25%
8	8.00%	3.75%	4.25%
9	8.00%	3.75%	4.25%
Other option	8.00%	0.50%	7.50%

Issue Ages 61-70

Levels	Gross Commissions	GA	Producer
1	5.00%	1.00%	4.00%
2	5.00%	1.25%	3.75%
3	5.00%	1.50%	3.50%
4	5.00%	1.75%	3.25%
5	5.00%	2.00%	3.00%
6	5.00%	2.25%	2.75%
7	5.00%	2.25%	2.75%
8	5.00%	2.25%	2.75%
9	5.00%	2.25%	2.75%
Other option	5.00%	0.50%	4.50%

Issue Ages 71-80

Levels	Gross Commissions	GA	Producer
1	3.00%	1.00%	2.00%
2	3.00%	1.25%	1.75%
3	3.00%	1.25%	1.75%
4	3.00%	1.25%	1.75%
5	3.00%	1.25%	1.75%
6	3.00%	1.25%	1.75%
7	3.00%	1.25%	1.75%
8	3.00%	1.25%	1.75%
9	3.00%	1.25%	1.75%
Other option	3.00%	0.50%	2.50%

An alternative schedule shown above as "Other option" is available and allows the GA to receive an override of 0.50%.

Additional Premiums earn gross total commissions at the rate of 2% of the Additional Premium paid, with commissions split in equal shares (1% of Additional Premium each) between the GA and the Producer.

Additional Premiums	Gross Commissions	GA	Producer
All Issue Ages	2.00%	1.00%	1.00%

TransProtector policies do not participate in the General Agent Life Premium Production Bonus or any other bonus.

TransProtector will be given full premium credit for field awards and benefit programs.

TransProtector policies issued with a Return of Premium at Surrender Rider (ROP rider) will be subject to chargebacks if the policy is surrendered prior to the start of the fifth policy year. The percentage of commissions paid that will be charged back varies by the policy year in which the surrender occurs.

Policy Year of Surrender	Percentage of Commissions Paid that will be Charged Back
1	100%
2	75%
3	50%
4	25%
5+	0.0%

An "Agreement Regarding Commission Repayment" form signed by the Producer and the GA will be required before a new TransProtector policy with an ROP rider may be issued under the revised commission schedules described in this Bulletin. Normal rules apply with respect to other chargebacks and to types of premiums for which no commissions are payable.

If you have any questions, please call the Sales Administration department at (213) 742-4629.

TRANSAMERICA LIFE INSURANCE COMPANY
Agreement Regarding Commission Repayment
TransProtector[®] Policies with Return of Premium at Surrender Rider*

Policy Number: _____

Name of Insured Person: _____

Issue Date of Policy (may be approximate date): _____

In consideration of commission payments received or to be received, by signing this document, the undersigned (and each undersigned person, if more than one) agrees to repay to Transamerica Life Insurance Company ("Transamerica") the commission and any other compensation that the undersigned received or will receive at any time during the first four policy years in connection with the sale of the Transamerica policy identified above if such policy terminates through surrender at any time during the first four policy years, with such repayment amount to be determined in accordance with the following schedule:

Policy Year In Which Policy Terminates	Percentage of Commission and any other Compensation which the Undersigned Agrees to Repay
1	100%
2	75%
3	50%
4	25%
5	0%

The undersigned agrees that the undersigned shall pay on demand all amounts due under this agreement. Transamerica shall also have the right to debit the commission account of the undersigned for all amounts due under this agreement. This agreement is subject to the terms, conditions, and provisions of the contract between the undersigned and Transamerica under which the undersigned solicited the sale of the subject policy.

Signature of Producer: _____

Print Name: _____ Producer SA Code: _____

Signature of General Agent: _____

Print Name: _____ GA Code: _____

*In Utah, TransProtector policies with Minimum Cash Surrender Value Rider