

# The choice is yours: Commission options on Bonus Products

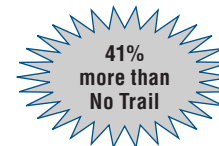
When you sell a Premier Bonus or Premier Income Bonus annuity, you have **two** commission options to choose from:

- ◆ No Trail
- ◆ 25 Trail

**Example:** For a Premier Bonus or Premier Income Bonus sale to a 65-year old with a purchase payment of \$100,000, you would earn the following with each option:

YEAR	NO TRAIL	25 TRAIL
1	\$4,000 (4.00%)	\$2,750 (2.75%)
2	--	\$263 (0.25%)
3	--	\$276 (0.25%)
4	--	\$289 (0.25%)
5	--	\$304 (0.25%)
6	--	\$319 (0.25%)
7	--	\$335 (0.25%)
8	--	\$352 (0.25%)
9	--	\$369 (0.25%)
10	--	\$388 (0.25%)
<b>TOTAL</b>	<b>\$4,000</b>	<b>\$5,644</b>

*Trail option continues to pay over the life of the contract!*



*Assumes 100% in indexed strategy at an annual growth rate of 5%; contract is held for 10 years. All commission payments after the first contract year are paid on a quarterly basis. Products issued under contract form P1129918NW, endorsement form E1130018NW and rider form R6056918NW. Not available in all states.*

For more information, contact a Relationship Manager  
at **800-438-3398, ext. 11999**



**It pays to keep things simple.®**