



## HOW TO READ YOUR NEW COMMISSION STATEMENT

In a continuous effort to improve upon the service Lincoln Financial Group (Lincoln) provides, we would like to update you with important information to help you stay informed regarding your weekly comp and trails commission statement. Recently, Lincoln moved most Annuity business onto a new compensation system and will now utilize the new system to generate a combined commission statement. This change will impact the layout and look of your commission statement.

Below is a guide to assist with reading your new commission statement which highlights where you can find pertinent information from your previous commission statement. If you have any questions, please contact our Customer Care Center at 800-238-6252.


STATEMENT PERIOD: ENDED 05/01/2018

AGENT NAME: Muthu Kumar

AGENT ID: 1234567

MANAGEMENT OVERRIDE DETAIL

AGENCY ID: 78100S



POLICY #	INSURED PLAN	ISSUE DATE	TRANS DATE	M FUND #	DEPOSITS EXCLUDED	PREMIUM/ TRAIL BASIS T	SHARE PCT	WRITING AGENT COMMISSIONS		OVERRIDE		CBRC		
								RATE PCT	AMOUNT	RATE PCT	AMOUNT			
RENEWAL													6	
WRITING AGENT: 0000042357 MUTHU KUMAR													4	5
4	925585721	JAYMESS LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
5	925585721	CATERIN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
6	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
7	925585721	LAUREEN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
8	925585721	JENIFER LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
9	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
10	925585721	MARIYAN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
11	925585721	JAYMESS LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
12	925585721	CATERIN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
13	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
14	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
15	925585721	LAUREEN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
16	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
17	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
18	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
RENEWAL TOTAL														
RENEWAL														
22	WRITING AGENT: 0000042357 MUTHU KUMAR													
23	925585721	JAYMESS LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
24	925585721	CATERIN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
25	925585721	JAYMEES LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
26	925585721	LAUREEN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
27	925585721	JENIFER LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
28	925585721	MARIYAN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
29	925585721	JAYMESS LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		
30	925585721	CATERIN LXG3G	06/05/07	04/05/18		123,456,789.00	79.00 R	100.00	0.00	1.500000	0.00	PIR		

\* INDICATES INITIAL ANNUALIZED PREMIUM

@ INDICATES AMOUNTS NOT COUNTED TOWARDS TAXABLE INCOME TOTALS

! INDICATES EXPECTED 1035 PREMIUM

M: PREMIUM MODE A (ANNUAL) S (SEMI-ANNUAL) T: PREMIUM TYPE

Q (QUARTERLY) M (MONTHLY)

+ INDICATES AN INTERNAL EXCHANGE RATE REDUCTION

# INDICATES RECAPTURE OF UNEARNED ANNUALIZATION

! INDICATES AMOUNTS ON WHICH TAXES WITHHELD ARE CALCULATED

T (TARGET) R (RENEWALS) N (NOT TAKEN)

E (EXCESS) A (ASSET/ACCOUNT VALUE)

1-8 (NUMBER OF BUCKET BEING PAID)

7 Account Value = Premium/Trails Basis + Deposits Excluded

Account Value - Deposits Excluded = Premium/Trail Basis x Shared PCT x Rate = Continuing Trail Commission Amount

1	PLAN CODE = PLAN
2	DEPOSITS/LOANS EXCLUDED = Deposits Excluded
3	COMMISSION/FEE BASIS = Premium/Trail Basis
4	RATE = under OVERRIDE "RATE PCT"
5	COMMISSION/FEE DUE and CONTINUING COMMISSION = under OVERRIDE "AMOUNT"
6	RSN CDE = CBRC
7	ACCOUNT VALUE – No longer on statement; calculation explanation at bottom of page
	"Account Value = Premium/Trails Basis + Deposits Excluded"
8	DATE = TRANS DATE
9	FND = FUND#

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