



The following are Wellabe® Companies:  
Medico® Insurance Company  
Medico® Corp Life Insurance Company  
Medico® Life and Health Insurance Company

P.O. Box 10386, Des Moines, IA 50306

Phone: 800-547-2401 Fax: 515-247-2435

### **Producer (“Distributor”) – Level 1 Commission Schedule**

EFFECTIVE DATE: October 1, 2025

(This schedule applies to all business written on or after the effective date.)

#### **General Provisions**

This schedule is part of your Distributor Agreement with Medico Insurance Company, Medico Corp Life Insurance Company and/or Medico Life and Health Insurance Company (each a “Company”) and is incorporated by this reference. All provisions of the Distributor Agreement that do not conflict with the provisions of this schedule apply also to this schedule.

Compensation on unpaid and/or unearned premium shall be reversed and charged back to Distributor’s account. Commissions paid for replacement of another company’s policies will be subject to applicable federal and state laws and regulations.

Distributor agrees to regulate compensation on any offered products or policies, including Medicare supplement insurance, paid to its downline agents in accordance with state and federal laws and regulations. Compensation includes first year and subsequent years’ commission and pecuniary remuneration of any kind relating to the sale or renewal of Medicare supplement policies, including, but not limited to, bonuses, gifts, prizes, awards, finder’s fees, and policy fees.

#### **Commissionable Premium**

No commission will be paid on that amount of premium related to benefits or guarantee issuance of coverage mandated by state or federal laws and regulations, unless specifically stated otherwise.

**Total Commission** – This schedule represents the total commissions payable to you and is inclusive of compensation to be paid to your downline. Any commission payable to your downline will be deducted from percentages listed in this schedule, so the total compensation under this schedule may be lower than is listed above.

#### **Modification**

Company reserves the right to modify, terminate or discontinue all products, terms, fees, and compensation on the schedule. In the event of any state or federal law, which materially alters the required loss ratio for the business written under the schedule, the Company reserves the right to reduce commissions.

**Producer Commission Schedule for  
Medicare Supplement Products**

EFFECTIVE DATE: October 1, 2025

(This schedule applies to all business written on or after the effective date.)

**Medico agrees to pay commissions as follows:**

<b>Iowa and Nebraska</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten except Plan N			
Issue Ages 65-79	22%	2.5%	1%
Issue Ages 80+	11%	1.5%	0%
Plan N – Open Enrollment or Underwritten			
Issue Ages 65-79	26%	5%	1%
Issue Ages 80+	13%	2.5%	0%

<b>Arizona, New Hampshire, Ohio and South Carolina</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten except Plan N			
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%
Plan N – Open Enrollment or Underwritten			
Issue Ages 65-79	27%	9%	1%
Issue Ages 80-85	21.75%	7.5%	1.5%
Issue Ages 86+	13%	2.5%	1%

<b>Arkansas</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
Underage Disability – Plan A			
Issue Ages 0-64	1%	0%	0%
All Plans – Open Enrollment or Underwritten			
Issue Ages 65-79	20%	2.5%	1%
Issue Ages 80+	9.5%	1.5%	0%

<b>California</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment, Special Enrollment Period or Underwritten except Plan N			
Issue Ages 65+	12%	12%	12%
Plan N – Guarantee Issue, Open Enrollment, Special Enrollment Period or Underwritten			
Issue Ages 65+	15%	15%	15%

<b>Colorado</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment or Underwritten			
All Ages	22%	2%	0%

**Producer Commission Schedule for Medicare Supplement Products, cont.**

<b>Delaware and North Carolina</b>			
	<b>Policy Years 1-6</b>	<b>Policy Years 7-10</b>	<b>Policy Years 11+</b>
<b>All Plans – Open Enrollment or Underwritten Except Plan N</b>			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%
<b>Plan N – Open Enrollment or Underwritten</b>			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	27%	9%	1%
Issue Ages 80-85	21.75%	7.5%	1.5%
Issue Ages 86+	13%	2.5%	1%

<b>Florida</b>			
	<b>Policy Years 1-6</b>	<b>Policy Years 7-10</b>	<b>Policy Years 11+</b>
<b>All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N</b>			
Issue Ages 0-64	3.5%	3.5%	3.5%
Issue Ages 65-79	19%	3%	1.5%
Issue Ages 80-85	15.75%	2.75%	1.5%
Issue Ages 86+	9.5%	1.25%	1%
<b>Plan N – Open Enrollment, Underwritten or Underage Disability</b>			
Issue Ages 0-64	3.5%	3.5%	3.5%
Issue Ages 65-79	23%	7%	1.5%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11.5%	2%	1%

<b>Georgia, New Jersey and Texas</b>			
	<b>Policy Years 1-6</b>	<b>Policy Years 7-10</b>	<b>Policy Years 11+</b>
<b>All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N</b>			
Issue Ages 0-64	1%	1%	0%
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%
<b>Plan N – Open Enrollment, Underwritten or Underage Disability</b>			
Issue Ages 0-64	1%	1%	0%
Issue Ages 65-79	27%	9%	1%
Issue Ages 80-85	21.75%	7.5%	1.5%
Issue Ages 86+	13%	2.5%	1%

<b>Kansas</b>			
	<b>Policy Years 1-6</b>	<b>Policy Years 7-10</b>	<b>Policy Years 11+</b>
<b>All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N</b>			
Issue Ages 0-64	1%	0%	0%
Issue Ages 65-79	22%	2.5%	1%
Issue Ages 80+	11%	1.5%	0%
<b>Plan N – Open Enrollment, Underwritten or Underage Disability</b>			
Issue Ages 0-64	1%	0%	0%
Issue Ages 65-79	26%	5%	1%
Issue Ages 80+	13%	2.5%	0%

<b>Illinois</b>			
	<b>Policy Years 1-6</b>	<b>Policy Years 7-10</b>	<b>Policy Years 11+</b>
<b>All Plans – Open Enrollment, Special Enrollment, Underwritten or Underage Disability except Plan N</b>			
Issue Ages 0-64	3%	1%	0%
Issue Ages 65-79	22%	2.5%	1%
Issue Ages 80+	11%	1.5%	0%
<b>Plan N – Open Enrollment, Special Enrollment, Underwritten or Underage Disability</b>			
Issue Ages 0-64	3%	1%	0%
Issue Ages 65-79	26%	5%	1%
Issue Ages 80+	13%	2.5%	0%

**Producer Commission Schedule for Medicare Supplement Products, cont.**

<b>Indiana</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment or Underwritten			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65+	24.5%	0%	0%

<b>Kentucky</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N			
Issue Ages 0-64	1%	0%	0%
Issue Ages 65-79	23%	5%	1.5%
Issue Ages 80-85	18.75%	3%	1.5%
Issue Ages 86+	11.5%	2.25%	1%
Plan N – Open Enrollment, Underwritten or Underage Disability			
Issue Ages 0-64	1%	0%	0%
Issue Ages 65-79	27%	9%	1.5%
Issue Ages 80-85	21.75%	6%	1.5%
Issue Ages 86+	13.5%	3%	1%
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Special Enrollment Period			
All Ages	9%	9%	9%

<b>Louisiana</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	22%	2.5%	1%
Issue Ages 80+	11%	1.5%	0%
Plan N – Open Enrollment, Underwritten or Underage Disability			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	26%	5%	1%
Issue Ages 80+	13%	2.5%	0%

<b>Maryland</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment, Special Enrollment Period or Underwritten			
Issue Ages 0-64	1%	1%	1%
Issue Ages 65+	11%	11%	11%

<b>Michigan</b>				
	Policy Years 1-3	Policy Years 4-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten except Plan N				
Issue Ages 65-79	32%	3%	3%	1%
Issue Ages 80-85	25.5%	3.5%	3.5%	1.5%
Issue Ages 86+	16%	2.75%	2.75%	1%
Plan N – Open Enrollment or Underwritten				
Issue Ages 65-79	36%	12%	12%	1%
Issue Ages 80-85	27.5%	10.5%	10.5%	1.5%
Issue Ages 86+	17.5%	5.5%	5.5%	1%

<b>Missouri</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten			
All Ages	18%	2.5%	0%

<b>Missouri</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Special Enrollment Period			
All Ages	9%	9%	9%

**Producer Commission Schedule for Medicare Supplement Products, cont.**

<b>Pennsylvania</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten except Plan N			
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%
Plan N – Open Enrollment or Underwritten			
Issue Ages 65-79	27%	9%	1%
Issue Ages 80-85	21.75%	7.5%	1.5%
Issue Ages 86+	13%	2.5%	1%
Guaranteed Issue – Only Plans Required by State Law			
Issue Ages 0-64	1%	1%	0%
Issue Ages 65+	1%	1%	0%

<b>Tennessee</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment or Underwritten except Plan N			
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%
Plan N – Open Enrollment or Underwritten			
Issue Ages 65-79	27%	9%	1%
Issue Ages 80-85	21.75%	7.5%	1.5%
Issue Ages 86+	13%	2.5%	1%
Guaranteed Issue – Only Plans Required by State Law			
Issue Ages 0-64	1.5%	0%	0%
Issue Ages 65+	4%	1%	0%

<b>Virginia</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Open Enrollment, Underwritten or Underage Disability except Plan N			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	22%	2.5%	1%
Issue Ages 80+	11%	1.5%	0%
Plan N – Open Enrollment, Underwritten or Underage Disability			
Issue Ages 0-64	0%	0%	0%
Issue Ages 65-79	26%	5%	1%
Issue Ages 80+	13%	2.5%	0%
All Plans – Special Enrollment Period			
All Ages	9%	9%	9%

<b>Washington</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment, Special Enrollment Period or Underwritten – Except Plan N			
All Ages	5%	5%	5%
Plan N – Guaranteed Issue, Open Enrollment, Special Enrollment Period or Underwritten			
All Ages	5%	5%	5%

<b>Wisconsin</b>			
	Policy Years 1-6	Policy Years 7-10	Policy Years 11+
All Plans – Guaranteed Issue, Open Enrollment or Underwritten			
Issue Ages 0-64	1%	1%	0%
Issue Ages 65-79	22%	7%	1%
Issue Ages 80-85	18.75%	4.5%	1.5%
Issue Ages 86+	11%	2%	1%

## **Producer Commission Schedule for Medicare Supplement Products, cont.**

### **Guaranteed Issue Policies:**

- Commission for California, Colorado, Indiana, South Carolina, Washington, and Wisconsin will be paid as standard commissions.
- Commissions for Arizona, Arkansas, Delaware, Florida, Georgia, Illinois, Iowa, Kansas, Kentucky, Louisiana, Michigan, Missouri, Nebraska, Nevada, New Jersey, New Hampshire, North Carolina, Ohio, Texas, and Virginia will be paid a one-time flat rate of \$25.00.
- Commissions for Pennsylvania and Tennessee will be paid according to the rates in the schedule above.
- Reduced commission in the remaining states will be paid \$24.00 in the first policy year and \$12.00 each policy year thereafter.
- Unless specified above, these reduced commissions are in lieu of any commission otherwise payable. This applies to persons under age 65 that are eligible for Guaranteed Issue but does NOT apply to policies issued to persons eligible strictly on the basis of his or her enrollment for benefits under Medicare Part B (Open Enrollment), or the special annual enrollment period in Illinois, and Missouri.
- Underage disability only applies to plans required by state law.
- Michigan will pay \$25.00 for the first three years of the policy.

### **SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.
- Commissions will be paid on the original premium only. No commission will be paid on any premium increase (except in Washington).
- No commission will be paid on premium attributed to the Part B Deductible coverage (except in Indiana and Washington).
- You will reimburse us any commissions you receive on premiums which are returned by us as required by state regulations concerning Loss Ratio Standards and Refund or Credit of Premium.
- Dental Rider will pay a one-time Commission rate of \$25.00.

**Producer Commission Schedule for  
Short Term Care Product**

EFFECTIVE DATE: August 19, 2023

(This schedule applies to all business written on or after the effective date.)

**Medico Insurance Company agrees to pay commissions as follows:**

<b>All States</b>			
	Commission First Policy Year	Commission Policy Year 2-10	Commission Policy Years 11+
	57.5%	5%	2%

**SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.
- Commissions will be paid on the original premium only. No commission will be paid on any premium increase.

**Producer Commission Schedule for  
Medico Dental Products**

EFFECTIVE DATE: January 1, 2023

(This schedule applies to all business written on or after the effective date.)

**Medico Insurance Company agrees to pay commissions as follows:**

Alabama, Arizona, Arkansas, Colorado, Florida, Georgia, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Mississippi, Nebraska, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, South Carolina, Tennessee, Texas, Virginia, West Virginia, and Wisconsin		
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Issue Ages:	Commission First Policy Year	Commission Policy Years 2+
18-89	50%	3%

Nevada		
Issue Ages:	Commission First Policy Year	Commission Policy Years 2+
18-89	14%	2%

**SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.
- Commissions will be paid on the original premium only. No commission will be paid on any premium increase.
- Internal replacements will be paid at the renewal rate.

**Producer Commission Schedule for  
Hospital Indemnity**

EFFECTIVE DATE: October 1, 2025

(This schedule applies to all business written on or after the effective date.)

**Medico Insurance Company agrees to pay commissions as follows:**

Alabama, Arkansas, Georgia, Illinois, Iowa, Kansas, Louisiana, Mississippi, Missouri, Nebraska, North Carolina, Oklahoma, Oregon, Pennsylvania, Tennessee, Texas, and Wisconsin				
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	Commission First Policy Year	Commission Policy Years 2-6	Commission Policy Years 7-10	Commission Policy Years 11+
	50%	10%	5%	2.5%

Arizona, Florida, Indiana, Kentucky, Michigan, Ohio, South Carolina, and Virginia				
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	Commission First Policy Year	Commission Policy Years 2-6	Commission Policy Years 7-10	Commission Policy Years 11+
	42%	10%	5%	2.5%

Colorado, Minnesota, and Washington				
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	Commission First Policy Year	Commission Policy Years 2-6	Commission Policy Years 7-10	Commission Policy Years 11+
	36%	5%	2.5%	2.5%

**SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.
- Commissions will be paid on the original premium only. No commission will be paid on any premium increase.

**Producer Commission Schedule for  
First Diagnosis Cancer Products**

EFFECTIVE DATE: July 18, 2025

(This schedule applies to all business written on or after the effective date.)

**Medico Insurance Company agrees to pay commissions as follows:**

Alabama, Arkansas, Idaho, Illinois, Indiana, Iowa, Louisiana, Maine, Montana, Nevada, Ohio, Oklahoma, Oregon, Pennsylvania, Utah, and Wyoming			
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Without Inflation Protection			
Issue Ages:	Commission First Policy Year	Commission Policy Years 2-10	Commission Policy Years 11+
18-79	45%	5%	2.5%
With Inflation Protection			
Issue Ages:	Commission First Policy Year	Commission Policy Years 2-10	Commission Policy Years 11+
18-79	52%	12%	4.5%

Washington			
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Without Inflation Protection			
Issue Ages:	Commission First Policy Year	Commission Policy Years 2-10	Commission Policy Years 11+
18-79	28%	2.5%	2.5%
With Inflation Protection			
Issue Ages:	Commission First Policy Year	Commission Policy Years 2-10	Commission Policy Years 11+
18-79	37%	7.5%	4.5%

**SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.
- Commissions will be paid on the original premium only. No commission will be paid on any premium increase.
- No commissions will be paid on Waivered premiums (applies only to Recovery Care Products and First Diagnosis Cancer Products).
- Inflation coverage is not available in Georgia.

**Producer Commission Schedule for  
Critical Illness Products**

EFFECTIVE DATE: July 18, 2025

(This schedule applies to all business written on or after the effective date.)

**Medico Insurance Company agrees to pay commissions as follows:**

<b>Arizona, Colorado, Georgia, Kansas, Kentucky, Michigan, Missouri, Nebraska, North Carolina, South Carolina, Tennessee, Texas, and Wisconsin</b>		
	Commission First Policy Year	Commission Policy Years 2+
	55%	10%

<b>Florida</b>		
	Commission First Policy Year	Commission Policy Years 2+
	55%	7.5%

**SPECIFIC PROVISIONS:**

- All rider forms have the same commission rate as the policies to which they are attached unless specifically stated otherwise in the Commission Schedule.
- No policy fee shall be collected on this policy form.