

PROTECTIVE LIFE

Contracting Checklist

Agei	Agent/ Agency:				
Dire	Direct Upline:				
Docu	ments To Be Completed & Returned:				
	Agent Transmittal				
	Agent Application				
	Authorization and Certification of Statements				
	W-9 Form				
	VectorOne Debit-Check Agent/Agency Authorization Form				
	Individual State License(s)				
	Corporate State License(s) (If Applicable)				
	Proof of E&O				
agent u	Assignment of Commissions (OPTIONAL) (For assigning commissions to agency, but the vill be responsible for the 1099.)				
	Independent Agents Annualization Agreement (OPTIONAL)				
	Commission Annualization/Chargeback Addendum (OPTIONAL)				
	Commission Direct Deposit w/Voided Check (OPTIONAL)				

SEND TO:

Mail: Attention: Life Licensing American Brokerage Services 803 East Willow Grove Avenue Wyndmoor, PA 19038 Email: lifesubmission@absgo.com

UPDATED 12/7/2021 All Level Contracts



805 E. Willow Grove Avenue-Suite 2B Wyndmoor, PA 19038 <u>WWW.ABSGO.COM</u>

Phone: 215.233.9410 Fax: 215.233.9416

States Requiring Income Tax Withholding for Non-Resident Commissions

- California 7 percent applies to Individuals and Corporations
- Nebraska 6 percent applies to Individuals and Entities where at least 80% of shareholders are performing the services
- Pennsylvania 3.07 percent applies to individuals only

Three states currently require withholding of income taxes on non-resident commissions paid for sales in those states. This pertains to Life business.

Withheld state taxes for the current tax year will be reflected at year-end on the agent's IRS Form 1099.

The tax applies to producers who are not residents of those states but receive commissions for sales within the state. We recommend that you consult with your tax advisor if you have any questions. Non-resident agents are responsible for reporting all commissions for business in these states in accordance with respective state laws.

Please refer to the individual state revenue department websites for further advice.

California Franchise Tax Board https://www.ftb.ca.gov/

Nebraska Department of Revenue https://revenue.nebraska.gov/

Pennsylvania Department of Revenue https://www.revenue.pa.gov/



Debit-Check Agent/Agency Authorization Form

Vector One Operations, LLC dba Vector One (collectively with its affiliates, "Vector One") manages the secured web portal interactive computer service provided by Debit-Check.com, LLC a ("Debit-Check"). This Debit-Check Agent/Agency Authorization Form is by and among the undersigned ("you", "me", "I" or "my"), Vector One, and the Company (as defined below) and is used by Debit-Check subscribers who desire to be granted authorization from you for the submission and/or receipt of your personal information to the Debit-Check service as necessary to conduct a commission related debit balance screening. The undersigned company and its affiliates and authorized third parties (collectively, the "Company") is a Debit-Check subscriber. Accordingly, as part of the contracting and appointment process or determination of eligibility for advancement of commissions, the Company may conduct a commission related debit balance screening via Debit-Check in order to determine your eligibility and may continue to conduct periodic commission related debit balance screenings as determined in the Company's sole discretion following the engagement of any employment, appointment, contract, tenure, or other relationship with the Company.

Access to Debit-Check Information: You can obtain your commission related debit balance information by contacting the Vector One Agent Hotline at (800) 860-6546.

AGENT/AGENCY'S STATEMENT – READ CAREFULLY

The Company is hereby authorized to obtain and conduct a commission related debit balance screening through Vector One's Debit-Check secured web portal to determine if another Debit-Check subscriber has posted that I have an outstanding commission related debit balance. I understand that the Company may consider the results of the commission related debit balance screening in order to determine my eligibility to be contracted and appointed or determine my eligibility for advancement of commissions as an insurance producer and may continue to conduct periodic commission related debit balance screenings as determined in the Company's sole discretion following the engagement of any employment, appointment, contract, tenure, or other relationship with the Company. I understand and acknowledge that the Company may obtain commission related debit balance information through Debit-Check as state law allows. I understand that my information, including my name and social security number ("My Information") may be used for the purpose of obtaining and conducting a commission related debit balance screening. I further understand that in the event of termination or expiration of my employment, appointment, contract, tenure, or other relationship with the Company, whether voluntary or involuntary, if a commission related debit balance is owed to the Company, the Company may post My Information to the Debit-Check service which may be accessed by Debit-Check subscribers until such time the debit balance is satisfied or otherwise removed.

BY SIGNING BELOW, I HEREBY (PLEASE INITIAL ALL STATEMENTS)	:		
(A) Authorize the Company to use My Informat balance screening, and periodic commission related debit balance scrollowing the engagement of any employment, appointment, contract, ter Check.			
(B) Authorize the Company to consider the resorder to determine my eligibility to be contracted and appointed or determination producer.			
(C) Authorize and direct Vector One to receive disclose and furnish the results of my commission related debt verification			
(D) Authorize the Company to submit My Inform or expiration of my engagement with the Company, whether voluntary balance is owed to the Company.	ation to the Debit-Check service in the event of termination y or involuntary, to the extent a commission related debit		
(E) Authorize and direct Vector One to receive any Debit-Check subscriber who submits an inquiry utilizing My Information, which will contain My Information, to the extent a debit balan			
Agent/Agency Printed Name:			
Signature:	Date:		
FOR COMPANY USI	ONLY		
AGREED AND ACKNOWLEDGED BY COMPANY:			
lame of Company:			

Signature:

Name and Title:



PROTECTIVE LIFE INSURANCE COMPANY 2801 Hwy. 280 South Birmingham, Alabama 35223

AGENT TRANSMITTAL

Type of Contract: New - For type of contract refer Contract Change: Agent Numb	to the Agent Appli er	cation	
<u>Hierarchγ:</u>		Name	Agent Number
Brokerage General Agent			
Sub Brokerage General Agent			
Recruiting Agent			
Producing Agent			
Soliciting Agent			
If Soliciting Agent, Pay Commissions T A Solicitors hierarchy will mirror where		aid.	
Send Mail to:	(Check One)	The BGA The Ag	ent The SubBGA
For rates please consult your Commis	sion Summary Gri	d. Dual Contracting rules apply.	
SubBGA Schedules: Schedules offered are A or B for Life	(Check One) and default to A fo	or Annuities (A) (B)	
Recruiter Schedules:	(Check One)	Schedules A, B and C can be re	ecruiter schedules.
Agent Commission Schedule:	(Check One)	(A) (B)	(C) (D)
If schedule A is selected and the agent they will automatically be setup as a Re	is not a Solicitor, cruiter.	(E) (F)	(G) (H)
Annualization:	(Check One) ssion Annualization/ nualization Agreeme	(50%) (75%) Chargeback Addendum (ANN-PL 8/11 ent 07/2011).	(100%)) and the Independent Agent
Special Instructions or Comments:			
Date		BGA/	SubBGA Name



PROTECTIVE LIFE INSURANCE COMPANY 2801 Hwy. 280 South Birmingham, Alabama 35223

Ty	pe of Contract: (choose one)
	Business
	Business with Soliciting Principal
	Individual
	Solicitor

AGENT APPLICATION				
First Name/Middle Name/Last Name	Prefe	rred Name	Birth Date (mm/dd/yyyy)	Place of Birth
Social Security No.		Gender: 🗆 Mal	e □ Female	
If this application is for a Corporation, please supply Ta	ax ID:	Spouse		
Email Address (Mandatory)		Designations: ☐ CLU ☐ ChFC ☐ CFP ☐ MDRT ☐ NQA ☐ Other		
If Soliciting Agent, Pay Commissions To:				_
Business Name (If Applicable) Business Mailing Address		Business Type (Inc., Sole Proprietor, Partnership):		
Street / P.O. Box		Business Street Address (If Different) Street / P.O. Box		
Suite		Suite		
City State Zip		City	State	e Zip
Residence		Residence Phon	e	
Street / P.O. Box		Business Phone		
Suite		Business 800 Nu	mber	·
City State Zip				
What is your target market? ☐ Middle ☐ Upper Middle ☐ Other		Business Fax Nu	mber	
How many years have you been licensed?				

PL- Agent Application 08/2021

Read carefully and please answer the following: If any changes occur after the date of this application, please notify Protective Life immediately. □ lagree 1. Have you ever been or are you currently contracted with Protective Life Insurance Company? □ No 2. Do you hold a Securities license? ☐ Yes ☐ No If Yes, please provide your Broker/Dealer name. 3. May Protective Life publicize your name and photo in Company publications? ☐ Yes □ No 4. Is your agency owned by a bank or credit union or will sales of the life or annuity products be transacted in a bank or credit union? ☐ Yes □ No If Yes, please explain. 5. Are you currently, or have you ever been a party to a lawsuit, arbitration or other legal or judicial proceeding? ☐ Yes □ No If Yes, please explain. 6. Have you ever had an insurance license denied, revoked or suspended? ☐ Yes □ No If Yes, please explain. 7. Are you currently being investigated or have you ever had any disciplinary action taken against you or terminated other than for lack of production by another insurance company, a state insurance department, the NASD, SEC or any other regulatory authority? □ Yes □ No If Yes, please explain.

PL- Agent Application 08/2021

8.	Have you ever filed for bankruptcy or do you currently owe any money to or have a debit balance with another insurance company?
	□ Yes □ No
	If Yes, please explain.
_	
9.	Have you ever been convicted of (or plead no contest to) a felony or misdemeanor? *The Federal Violent Crimo Control & Law Enforcement Act of 1004
	*The Federal Violent Crime Control & Law Enforcement Act of 1994 prevents people who have been convicted of a felony from participating in the business of insurance.
	□ Yes □ No
	If Yes, please explain.
10.	Have you ever had a claim against your errors and omissions policy?
	□ Yes □ No
	If Yes, please explain.
11	Have you had a complaint filed and in the same of the
	Have you had a complaint filed against you in the past ten years that resulted in a fine or penalty, censure, cease and desist order, or consent order?
	□ Yes □ No
	If Yes, please explain.
2.	Have you completed Anti-Money Laundering in the past 24 months?
	□ Yes □ No
	If Yes, with whom? Please attach certificate if other than LIMRA.
	Weekly Direct Deposit for Commissions: (Preferred method) Yes No If Yes, complete the PL-DIR-DEP 08/2011 form and attach. (Producers not on Direct Deposit will be sent a check only at month end. A minimum commissions payable amount of \$100 is required before a check will be sent.)
	Errors & Omissions Coverage
	Carrier Name:
	Liability Amount:Policy Number:
	Policy Effective Date:Policy Expiration Date:
	I attest I will maintain Errors and Omissions insurance with a liability limit of \$1,000,000 or greater. I also

agree to provide evidence of such coverage to the Company when requested. Failure to maintain adequate Errors and Omissions coverage may result in the suspension or termination of this Agreement.

PL- Agent Application 08/2021



PROTECTIVE LIFE INSURANCE COMPANY 2801 Hwy. 280 South Birmingham, Alabama 35223

AUTHORIZATION AND CERTIFICATION OF STATEMENTS

I hereby apply to Protective Life Insurance Company ("Protective") to sell life and other insurance products. If this application is accepted, I agree to solicit business for Protective in accordance with the terms of the Independent Agent Agreement or the Independent Soliciting Agent Agreement, the terms of which are incorporated into this application by reference. I agree Protective has no obligation to approve this application and I release Protective from all liability if it does not contract me. I agree to take all steps reasonably necessary to become and remain knowledgeable about all Protective products that I sell. I agree not to solicit business for Protective until I am properly licensed and/or appointed, unless allowed by law to do so in a given state.

Protective is committed to providing customer-focused service founded on our three preeminent values of Quality, Serving People, and Growth. The Producer's manual, in the illustration system, contains guidelines that we expect you to follow in the ethical conduct of business. Protective has also committed itself to uphold the ACLI Market Conduct Principles listed below. Your signature below indicates your agreement to read and follow Protective's guidelines and the ACLI Market Conduct Principles. I further agree to follow the guidelines outlined in the Ethical Market Conduct Guidelines which are included in the complete contract packet. Additionally, I attest that I have reviewed the Annuity Suitability Producers Guide that can be accessed at: http://www.myprotective.com/ProducerGuide.

- 1. To conduct business according to high standards of honesty and fairness and to render that service to its customers which, in the same circumstances, it would apply to or demand for itself.
- 2. To provide competent and customer-focused sales and service.
- 3. To engage in active and fair competition.
- 4. To provide advertising and sales materials that are clear as to purpose and honest and fair as to content.
- 5. To provide for fair and expeditious handling of customer complaints and disputes.
- 6. To maintain a system or supervision and review that is reasonably designed to achieve compliance with these Principles of Ethical Market Conduct.

I hereby certify that the statements contained in the Application are true and complete to the best of my knowledge and belief. I understand that any false statement on the application may be considered as sufficient cause for rejection of this application or for termination if such statement is later discovered to be false.

I further certify that I have read, understood and will fulfill my obligations under the applicable annuity suitability regulations of the state(s) in which I am licensed and/or appointed.

NOTICE: The Fair Credit Reporting Act requires that we advise you that an inquiry may be made conceming your credit rating, character, general reputation, personal characteristics, and mode of living. This information may be obtained from commercial reporting agencies as well as from companies you represent or have represented. Upon written request, additional information as to the nature and scope of any inquiry will be provided.

I authorize Protective to obtain background information about me that includes, but is not limited to: a credit report, criminal background report, a report of debit balances with other insurance carriers, and a report of state, federal disciplinary actions against me. I understand that Protective will use this information to determine my suitability to represent Protective.

Information furnished in this application or derived from other sources may be shared with individuals and entities involved in your recruitment to Protective. I understand that background information gathered about me will not be shared with me and that in the event my application is denied, I may request copies of my background information provided to Protective by reporting agencies directly from those agencies.

Lagree that authorizations granted herein will continue as long as I am contracted with Protective.

I understand that the Independent Agent Agreement / Independent Soliciting Agent Agreement contains a binding arbitration provision that may be enforced by the parties, and that by signing below I am giving up any rights I may possess to have any dispute under this application and Independent Agent Soliciting Agreement litigated in a court or jury trial.

Date (mm/dd/yyyy)	Applicant Signature	

IAC.PLB-2 R:08/2021



INDEPENDENT AGENTS ANNUALIZATION AGREEMENT

Eı	ntered into this day of	between PROTECTIVE LIFE INSURANCE COMPANY and
	(date)	(herein referred to as Company)
	(herein referred to as Age	ent)
1)	The Company agrees to make certain advances personally produced by the Agent.	against first year commissions resulting from new business
2)	Payments to the Agent will be made on policies i following basis:	issued and paid for at the home office of the Company on the
	a. Only policies on monthly pre-authorized without	drawal will be annualized.
	b. Maximum commission advance on any one of	case will be \$7,500.
	c. Agents must be on direct deposit.	
3)	This financing arrangement will apply to all new by programs and business on the life of the Agent a	ousiness <u>except</u> annuities, group insurance, special marketing and the Agent's immediate family.
4)	event of termination of the Independent Agent's A	o the Agent in excess of the Agent's commission on the amount debt to the Company and to guarantor, if named below. In the Agreement, the amount of the loan then outstanding will immedy commission which may be payable after termination) and will e entire indebtedness has been liquidated.
5)	The Company will have the right to apply any concontained in this Agreement will be construed as	nmission thereafter accruing to Agent against the loan. Nothing an amendment to the Independent Agent's Agreement.
6)	Both parties reserve the right to terminate this Ag	
	Agent Signature	
	Barry K. Brown, Vice President Licensing, Contracting and Compensation PROTECTIVE LIFE INSURANCE COMPANY	
	to the Agent, named above in accordance with the	and all sums, which the Company may from time to time advance e terms of the above Agreement. I consent to any and all extense Agent from time to time for repayment of such sums.
	Signature of Guarantor	 Date



LIFE COMMISSION ANNUALIZATION/CHARGBACK ADDENDUM

This Addendum is hereby made a part of the Brokerage General Agent (BGA) agreement and you and Protective Life Insurance Company (Company), and is subject to all terms and conditions of the Agreement.

1. Annualization

The Company agrees to annualize first-year commissions that would otherwise be payable to your agents subject to the following provisions:

- Annualized commission shall only be paid on policies actually issued by the Company on which the first premium is paid.
- 2. Commissions shall be annualized only on premium payment modes approved by the Company. Commissions on modes not approved for annualization shall be paid to your agent as premiums are received by the Company. Commissions shall not be annualized on direct pay modes or on post-dated checks.
- 3. The maximum annualized commissions payable under this Addendum shall be subject to any per policy, monthly, or other maximums, restrictions or guidelines established by the Company.
- 4. The Company reserves the right to change, alter or modify its policies and procedures regarding the annualization of commissions at any time.

2. Indebtedness

If a policy on which annualized commissions have been paid lapses, is not taken, is cancelled, is otherwise terminated, does not become effective for any reason, or is changed to a non-annualized mode of premium payment within the first policy year, all unearned commissions shall be charged back to your agent and shall be considered to be an indebtedness owed to the Company. If after 60 days, a debit balance has not been cleared from other commission payments or paid back by your agent, we will deduct that amount from your commission payments per your Brokerage General Agent Agreement.

In the event a fixed life insurance policy shall terminate within six months from issue, the full compensation paid thereon shall be charged back. In the event a termination takes place after the sixth month and before the thirteenth month after the date of issue, fifty percent of the compensation will be charged back.

Agent Name: (Please Print)	Agent #
BGA Name: (Please Print)	
BGA Signature:	Date:



ASSIGNMENT OF COMMISSIONS

(Assigner), for valuable consideration which I acknowledge to be sufficient, hereby assign and transfer to
acknowledge to be sufficient, hereby assign and transfer to
(Assignee), any and all first year and renewal commissions now due me or hereafter to become due under the
terms and provisions of the Independent Agent's Agreement entered into between me and PROTECTIVE LIFE
INSURANCE COMPANY dated and all supplements and amendments, if
any, for agent #
Payment of said commission to the Assignee shall discharge PROTECTIVE LIFE INSURANCE COMPANY from all liability to the Assignor for the payment of such commissions to the same extent as if payment had been made directly to the Assignor.
It is expressly agreed and understood that this Assignment is made subject to the rights of PROTECTIVE LIFE INSURANCE COMPANY, whether under the terms of the above indicated Independent Agent's Agreement or otherwise, to deduct from said commission due the Assignor any and all indebtedness now due or which may become due PROTECTIVE LIFE INSURANCE COMPANY from the Assignor, and is also subject to prior assignment of interest in the commissions herein assigned.
This Agreement will remain in effect until revoked by the Assignee by giving written notice to the
Company.
NOTE: Earnings on commissions will be reported to the Internal Revenue Service for the party (Assignor)
who signed the Agreement on which commissions are being paid. A notation will be made on the 1099
orm indicating that commissions were assigned.
Signature of Assignor Date
PROTECTIVE LIFE INSURANCE COMPANY acknowledges receipt of this Assignment of Commissions, but does not assume responsibility for the validity or legality thereof.
Barry K. Brown, Vice President Date
cicensing, Contracting and Compensation PROTECTIVE LIFE INSURANCE COMPANY



PROTECTIVE LIFE INSURANCE COMPANY 2801 Hwy. 280 South Birmingham, Alabama 35223

COMMISSION DIRECT DEPOSIT

Protective Life Commission earnings will be deposited directly into the bank account referenced below. This authority will remain in effect until Protective Life Insurance Company receives written notification that you wish to discontinue participation in direct deposit of your commission earnings.

Commission Direct Deposit Authorization

I authorize Protective Life Insurance Company to initiate credit entries and debit entries, if necessary, for any credit entry made in error, to the account listed below.

Please print and complete either Agent or Soliciting Firm Name information below: if both are required for

Agent First Name

M.I. Agent Last Name

Soliciting Firm Name

Principal Owner Name

Last four digits of SSN/EIN

Signature (entity completing the form)

Date

Agent / Principal Owner e-mail address:

Check here if this change applies to all your agent numbers

If this change only applies to selected agent numbers provide number here

Checking Account	Savings	Account	
David Alamba			
Routing Number		Account Number	

Please return the completed form and voided check, if applicable, to the following:

Protective Life Insurance Company Commission Service Department E-mail: producer.services@protective.com Fax: (205) 268-6831

Bank or Financial Institution Information:

Bank/Financial Institution Name

(Rev. October 2018) Department of the Treasury Internal Revenue Service

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

	Name (as shown on your income tax return). Name is required on this line; defined the state of the state	o not leave this line blank.			
s on page 3.	2 Business name/disregarded entity name, if different from above				
	3 Check appropriate box for federal tax classification of the person whose nan following seven boxes. Individual/sole proprietor or	· .	t/estate 4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any)		
Print or type. Specific Instructions on page	Limited liability company. Enter the tax classification (C=C corporation, S Note: Check the appropriate box in the line above for the tax classificatio LLC if the LLC is classified as a single-member LLC that is disregarded franother LLC that is not disregarded from the owner for U.S. federal tax p is disregarded from the owner should check the appropriate box for the t Other (see instructions) ▶	n of the single-member owner. Do r om the owner unless the owner of th urposes. Otherwise, a single-membe	not check Exemption from FATCA reporting le LLC is		
Spe	5 Address (number, street, and apt. or suite no.) See instructions.	Requeste	er's name and address (optional)		
See S	, , , , , , , , , , , , , , , , , , , ,		(
	6 City, state, and ZIP code				
	7 List account number(s) here (optional)				
Par			Social acquisity number		
	your TIN in the appropriate box. The TIN provided must match the nan p withholding. For individuals, this is generally your social security nur	Le give in the court Le	Social security number		
reside	the minimum of the model of the	Part I, later. For other			
TIN, la		,	or ·		
Note:	If the account is in more than one name, see the instructions for line 1	. Also see What Name and	Employer identification number		
Numb	er To Give the Requester for guidelines on whose number to enter.		-		
Par	t II Certification				
Under	penalties of perjury, I certify that:				
1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and 2. I am not subject to backup withholding because; (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and					
3. I an	n a U.S. citizen or other U.S. person (defined below); and				
4. The	e FATCA code(s) entered on this form (if any) indicating that I am exem	ot from FATCA reporting is corre	ect.		
you ha	ication instructions. You must cross out item 2 above if you have been nave failed to report all interest and dividends on your tax return. For real essition or abandonment of secured property, cancellation of debt, contribution interest and dividends, you are not required to sign the certification, but	tate transactions, item 2 does not ons to an individual retirement arr	apply. For mortgage interest paid, angement (IRA), and generally, payments		
Sign Here	Signature of U.S. person ►	Date ►			
Gei	neral Instructions	• Form 1099-DIV (dividends,	including those from stocks or mutual		

Section references are to the Internal Revenue Code unless otherwise

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

• Form 1099-INT (interest earned or paid)

- funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.