

PREFERRED AGENT PRODUCTION BONUS

This "Preferred Agent Production Bonus" applies to policies effective on and after January 1, 2004. This bonus replaces the "Preferred Agent Production Bonus" (if any) previously in effect, except as to policies written while such previous Bonus (if any) was in effect.

Agent/Agency/Corporation

Effective Date

It is agreed that:

1. PARTIES

The "Preferred Agent Production Bonus" is a part of, and subject to, the Contract of _____, between you and GPM Life. This terminates upon termination of the Contract. It may be terminated by either party independent of the Contract immediately by written notice.

2. DEFINITIONS

2.1 Qualifying Agent

You are an agent qualifying for this bonus if you are under contract to GPM Life at the time the bonus is to be paid, and if you achieve these criteria in the calendar year (January through December) prior to the month in which payment is made:

- (a) produce from personal sales at least 30,000 in Net Production Amount, and
- (b) qualify according to GPM Life's minimum published standard for persistency performance; and
- (c) if being advanced commissions, have an Account Balance and Advance Balance in good standing; and
- (d) have a Placement Ratio of at least 70%.

2.2 Net Production Amount

Means Production Amount settled, less Production Amount lost due to lapses and non-takens, all from the previous calendar year. Production Amount for Single Premium Immediate Annuities is not included.

2.3 Placement Ratio

Means applications settled divided by applications submitted.

3. COMPUTATION OF BONUS

The bonus will be computed and paid yearly in January, for the previous calendar year, using the Net Production Amount from sales credited, and the other qualification criteria achievements (set out in 2.1) from the calendar year (January through December) prior to the month in which payment is made.

Your bonus is the amount of money shown in the table below to the right of, and on the same line as, the Net Production amount you achieve. You must achieve the next highest Net Production Amount shown below to become entitled to the next highest Bonus amount shown.

<u>Net Production Amount</u>	<u>Bonus</u>
30,000	\$ 750
50,000	\$ 1,500
75,000	\$ 3,000
100,000	\$ 5,000
150,000	\$ 7,500
200,000	\$10,000
250,000	\$12,500

AGENT

**GOVERNMENT PERSONNEL MUTUAL
LIFE INSURANCE COMPANY**

Print Name/Number

By

Signature

Peter J. Hennessey IV, ACS, FLMI
Name

Address

Senior Vice President – Marketing
Title

Date

Date