

**SCHEDULE “B”
COMMISSION SCHEDULE**

DISTRIBUTOR AGREEMENT – FUNDSERV NETWORK TRANSACTIONS

The commissions shown in this Commission Schedule are a percentage of the deposits received by the company, unless otherwise stated.

1. Pivotal Select Segregated Funds

a) Deferred Sales Charge Option

- i) New Deposits: 5.04%
- ii) Monthly renewals of Accumulated Value:
1/12 x
 - a) 0% on Money Market funds
 - b) 0.252% on Fixed Income funds
 - c) 0.504% on all other fundsx Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting at the end of month 1

b) Low Load Option

- i) New Deposits: 2.52%
- ii) Monthly renewals of Accumulated Value:
Years 1 – 3:
1/12 x
 - a) 0% on Money Market funds
 - b) 0.252% on Fixed Income funds
 - c) 0.504% on all other fundsx Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting at the end of month 1

Years 4+:
1/12 x
 - a) 0% on Money Market funds
 - b) 0.504% on Fixed Income funds
 - c) 1.008% on all other fundsx Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting at the end of month 37

c) No Load Option

- i) New Deposits: 0.00%
- ii) Monthly renewals of Accumulated Value:
1/12 x
 - a) 0% on Money Market funds
 - b) 0.504% on Fixed Income funds
 - c) 1.008% on all other fundsx Accumulated Value of new deposit amount, paid each calendar month end starting at the end of month 1

2. Pivotal Solutions (DSC) Segregated Funds

- i) New Deposits: 5.04%
- ii) Monthly renewals of Accumulated Value: $1/12 \times 0.504\% \times$ Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting at the end of month 1
- iii) There are no monthly renewal commissions for the Money Market Fund

3. Pivotal Solutions (No Load) Segregated Funds

a) Heaped Commission Option

- i) New Deposits: 2.1%
- ii) Monthly renewals of Accumulated Value: $1/12 \times 0.7056\% \times$ Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting month 13
- iii) There are no monthly renewal commissions for the Money Market Fund

b) Level Commission Option

- i) Monthly renewals of Accumulated Value: $1/12 \times 1.008\% \times$ Accumulated Value of new deposit amount, paid each calendar month end starting month 1
- ii) There are no monthly renewal commissions for the Money Market Fund

4. Pivotal Solutions II (DSC) Segregated Funds

- i) New Deposits: 6.0%
- ii) Monthly renewals of Accumulated Value: $1/12 \times 0.504\% \times$ Accumulated Value of new deposit amount in (i) above, paid each calendar month end starting month 1
- iii) There are no monthly renewal commissions for the Money Market Fund

5. Pivotal Select (Deferred Sales Charge Option) RIF / LIF Conversions

- a) In all RIF or LIF conversions, no commission is Credited, no surrender charges are applicable, and the DSC schedule continues.

6. Pivotal Solutions (DSC) and Pivotal Solutions II (DSC) RSP to Pivotal Solutions (DSC) and Pivotal Solutions II (DSC) RIF / LIF Conversions

- a) In all RIF or LIF conversions, no commission is Credited, no surrender charges are applicable, and the DSC schedule continues.

7. Pivotal Solutions (No Load) RSP to Pivotal Solutions RIF / LIF Conversions – Heaped Commission Option Only

- a) In all RIF or LIF conversions, no commission is credited.

CHARGEBACK SCHEDULE

1. Chargeback schedule applicable to Pivotal Solutions (No Load) Heaped Commission Option

Should a portion or all of the balance of a product be removed from the product, the unearned portion of the commission credited shall be charged back and debited at the rate set out in the table below. Withdrawals shall be processed as provided for in the Information Folder:

<u>Duration of Deposit At Time of Withdrawal (In Months)</u>	<u>Percentage of Commissions Which will be Charged Back and Debited</u>
1	100.00%
2	95.83%
3	91.66%
4	87.50%
5	83.33%
6	79.16%
7	75.00%
8	70.83%
9	66.66%
10	62.50%
11	58.33%
12	54.16%
13	50.00%
14	45.83%
15	41.66%
16	37.50%
17	33.33%
18	29.16%
19	25.00%
20	20.83%
21	16.66%
22	12.50%
23	8.33%
24	4.16%
25	0.00%

2. Chargeback schedule applicable to Pivotal Select Deferred Sales Charge Option

Commission Credited on each deposit after the annuitant's 80th birthday will be subject to a chargeback on death of the annuitant within 24 months following the deposit. The unearned portion of the commission Credited shall be charged back and Debited at the rate set out in the table below:

<u>Duration of Deposit At Time of Death (In Months)</u>	<u>Percentage of Commissions Charged back and Debited</u>
1 - 12	100.00%
13 - 24	50.00%
25+	0.00%

DEFINITION SCHEDULE DEFINITIONS APPLICABLE TO THE AGREEMENT

“Accumulated Value”: means the total value of a deposit at the time commission is to be calculated, after taking into account changes in market value, withdrawals, transfers, administrative fees and surrender charges.

“Pay Period”: means a weekly pay period, the start of each pay period shall be the Wednesday in each week and the end of each pay period shall be the Tuesday in each week.

“Settled”: means the initial premium payment and signed application are received at the Company’s Head Office and the new product has become effective.