

Internal Use Only



Pension AP bonanza

66% Extra income in year 1 (Vs. 4 x 7.5%)

33% Extra income by year 3 (Vs. 15%)

Impact of offer (€6,000 p.a. case)

| | Year 1 | Year 3 | Year 5 | Year 7 | Total by Year 7 |
|---|-------------|-------------|-------------|-------------|-----------------|
| Irish Life existing Offer (4 x 7.5%) | €450 | €450 | €450 | €450 | €1,800 |
| <i>Irish Life Special Offer</i> <i>(1x 12.5% + 3 x 7.5%)</i> | €750 | €450 | €450 | €450 | €2,100 |
| Typical market offer (15% & 0%) | €900 | €0 | €0 | €0 | €900 |

**133%
ahead of
market**

Who is the target market?

- Brokers currently writing 15% & 0% or 15% & 1% business
- Brokers currently considering Zurich's 7.5% bullets offer

Details of offer:

- 100% allocation & 1% Base FMC to clients
- Extra 5% income payable on first bullet payment
- 35% earned over 7 years of plan
 - Plus 0.25% p.a. Fund Based Renewal commission from year 9
- Open from 1st May 2013 to 30th August 2013
- Additional 5% payable in September

Qualifying Business

- Personal & Company AP pension plans in Complete Solutions 1
 - Term to NRA of 10+ years
 - €500+ p.m. **or**
 - €200+ p.m. where there is a €40,000 minimum lump sum
- Standard "Bullet Commission" Terms & Conditions apply
 - Policies require 15 year term to qualify for maximum 7.5% bullets (0.5% accrual rate x 15)
- All qualifying policies will receive extra 5% income regardless of term
 - e.g. 12 Year term case will receive the following
 - Year 1: **11%** (0.5% x 12 = 6% + 5% offer)
 - Year 3, 5, & 7: **6%**