

CARRIERS REQUIRE ALL  
PAGES OF THE LICENSING  
PACKET BE SUBMITTED IN  
ORDER TO COMPLETE YOUR  
CONTRACTING - THEY NEED  
THE ENTIRE  
CONTRACT/AGREEMENT AND  
ALL RELATED DOCUMENTS.

EVERY PAGE NEEDS TO BE  
REVIEWED, COMPLETED, OR  
SIGNED - THANK YOU FOR  
MAKING SURE TO RETURN  
EVERY PAGE OF THE PACKET  
WE SEND TO YOU, BACK TO  
US AT CPS.

To sell The Company's products, an agent/broker must:

- be properly licensed and then appointed by The Company
- be an NASD Registered Representative (if selling variable products)
- have Errors and Omissions insurance coverage - minimum \$1 Million (required in order to be appointed with The Company)

**Note:** The Company will NOT accept any business until licensing and appointment procedures have been completed and approved by The Company's licensing department. This application for Licensing/Appointment will only be processed if the Firm and/or Broker-Dealer with whom you are affiliated has executed a Selling Agreement with The Company.

Firm /  
General Agent Affiliation

**CPS INSURANCE SERVICES**

☐ Wholesaling/Admin.

**Section A - Personal Data**

Name Last, First, Middle Initial

Date of Birth

Month	Day	Year

Social Security  
Number

Corporate Name,  
if applicable

Tax Identification  
Number

Home  
Address

Street No. and Name, Apt No.

City

State

Zip Code

Business  
Address

Street No. and Name, Suite No.

City

State

Zip Code

E-Mail Address

Home Telephone No.

Business Telephone No.

Cell No.

Fax No.

Professional Designation(s) ☐ CLU ☐ ChFC ☐ CFP ☐ Other

Do you have Errors & Omissions / Professional Liability Insurance coverage (minimum \$1 Million)?

☐ Yes - If Yes, please attach a copy of the specifications page for your policy.

☐ No - If No, are you covered under your Firm's E & O policy (minimum \$1 Million)? ☐ Yes ☐ No

**Section B - Current License Status - Please attach current copies of all applicable /corporate licenses and letter(s) of certification.**

States in which you will make Manulife Sales	Life	Variable	State Appointment form		Letter of Certification	
	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable
	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable
	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable	<input type="checkbox"/> Yes	<input type="checkbox"/> Not Applicable

**Section C - Broker / Dealer Data - Please attach a copy of your most recent NASD/CRD status report.**

Are you NASD registered? ☐ No ☐ Yes - If Yes, please provide the following information.

Broker-Dealer Name

Broker-Dealer Address

Street No. and Name

Suite No.

City

State

Zip Code

Broker ID (Internal to Broker-Dealer)

Manulife 10 (2002)

Manulife 15 (2002)

Manulife 20 (2002)

**The Manufacturers Life Insurance Company (U.S.A.)**  
(hereinafter referred to as *The Company*)**Basic Commissions**

First year commission is 50% of first year premium.

	Renewal Years
Manulife 10 (2002)	N/A
Manulife 15 (2002)	N/A
Manulife 20 (2002)	N/A

**Total Disability Waiver  
(where available)**

First year commissions are the same rate as on the basic policy.

**Production Credits**

Production credits (PCs) are 100% of the annualized first year commissions released upon payment of the first full modal premium. If a policy is lapsed or surrendered within the first year, all PCs are lost.

**Replacements**

Commission restrictions on internal replacements will be determined based on the age and the product of the policy(ies) being replaced.

**Basic Commissions**

First year commissions equal 50% of premiums received up to the Target Commissionable Premium. If the premium received in the first year is less than the target, the "extra" target is lost in subsequent years. First year commission on that portion cannot be earned even if the premium is increased later.

In addition, for premiums received within the last 23 days of the first year (i.e. early premium), first year commission will be paid on premiums that are cumulatively less than the lower of target and planned first year premium.

Renewal commission is 3%.

**Production Credits**

Production Credits are advanced based on the lesser of the annualized planned premium or target premium. If the Production Credits are advanced on a lesser annualized planned premium, and additional premiums are paid within the first year only, additional Production Credits will be earned up to target premium; otherwise, these additional Production Credits will be lost. If the total commissionable premium has not been paid by the first anniversary, then any unearned Production Credits are clawed back as of the first anniversary (anniversary date).

**Commissions on Increases**

Any increase in the face amount will result in a revised target premium. The amount of this new target premium above the previous highest target premium will be fully commissionable at 50%, if additional premium is received at the time of increase.

If at the time of the increase, the NCV is below \$0, first year commission will be paid as additional premiums are received. The rules are as follows:

- 50% of premiums allocated to the increase up to the commissionable premium for the increase.
- Premiums are allocated to coverages proportionately based on commissionable premiums.
- If the premium allocated to the increase in the first year of increase is less than the target premium for the increase, the "extra" target is lost. Commission on that portion cannot be earned even if the premium is increased later.

If the full first year commission was paid at the time of the increase, premiums will still be allocated to the increase as above, but will only earn excess commission once the allocated premiums exceed the commissionable premium for the increase.

**Supplementary Benefits**

First year commission is based on the first year cost of the following Supplementary Benefits (where applicable):

- Accidental Death Benefit (ADB)
- Waiver of Monthly Deductions (WMD)
- Policy Protection Rider (PPR)
- Estate Preservation Rider (EPR)

First year commissions receive full production credit.

**Replacements**

Internal replacements will have the same commission restrictions as on traditional policies.

Note: Regardless of how long the old policy has been in force, no commission is payable on the rollover amount in excess of the target premium.

**Basic Commissions**

First year commissions equal 50% of premiums received up to the Target Commissionable Premium. If the premium received in the first year is less than the target, the "extra" target is lost in subsequent years. First year commission on that portion cannot be earned even if the premium is increased later.

In addition, for premiums received within the last 23 days of the first year (i.e. early premium), first year commission will be paid on premiums that are cumulatively less than the lower of target and planned first year premium.

Renewal commission is 1%

**Basic Commissions on  
Cash Value Enhancement  
Option (where applicable)**

First year commissions will be spread over four years as follows, as long as the policy is in force as of the anniversary date:

Year 1 - 14% of the first year premium up to the Target Commissionable Premium (TCP).

Year 2 - 14% of the first year premium up to the Target Commissionable Premium (TCP) provided the policy is in force as of the first anniversary.

Year 3 - 14% of the first year premium up to the Target Commissionable Premium (TCP) provided the policy is in force as of the 2nd anniversary.

Year 4 - 14% of the first year premium up to the Target Commissionable Premium (TCP) provided the policy is in force as of the 3rd anniversary.

If the premium received in the first year is less than the target, the "extra" target is lost in subsequent years. First year commission on that portion cannot be earned even if the premium is increased later.

In addition, for premiums received within the last 23 days of the first year (i.e. early premium), first year commission will be paid on premiums that are cumulatively less than the lower of target and planned first year premium.

Renewal commission is 1%

**Production Credits**

Production Credits are advanced based on the lesser of the annualized planned premium or target premium. If the Production Credits are advanced on a lesser annualized planned premium, and additional premiums are paid within the first year only, additional Production Credits will be earned up to target premium; otherwise, these additional Production Credits will be lost. If the total commissionable premium has not been paid by the first anniversary, then any unearned Production Credits are clawed back as of the first anniversary (anniversary date).

**Commissions on Increases**

Any increase in the face amount will result in a revised target premium. The amount of this new target premium above the previous highest target premium will be fully commissionable at 50%, if additional premium is received at the time of increase.

If at the time of the increase, the NCV is below \$0, first year commission will be paid as additional premiums are received. The rules are as follows:

- 50% of premiums allocated to the increase up to the commissionable premium for the increase.
- Premiums are allocated to coverages proportionately based on commissionable premiums.
- If the premium allocated to the increase in the first year of increase is less than the target premium for the increase, the "extra" target is lost. Commission on that portion cannot be earned even if the premium is increased later.

If the full first year commission was paid at the time of the increase, premiums will still be allocated to the increase as above, but will only earn excess commission once the allocated premiums exceed the commissionable premium for the increase.

**Supplementary Benefits**

First year commission is based on the first year cost of the following Supplementary Benefits (where applicable):

- Accidental Death Benefit (ADB)
- Waiver of Monthly Deductions (WMD)
- Policy Protection Rider (PPR)
- Estate Preservation Rider (EPR)

First year commissions receive full production credit.

**Replacements**

Internal replacements will have the same commission restrictions as on traditional policies.

Note: Regardless of how long the old policy has been in force, no commission is payable on the rollover amount in excess of the target premium.

**Basic Commissions**

First year commission is 50% of first year basic premium.

Renewal commission is 2% of basic premium in years 2-10.

**Extra Premiums**

**GROSS EXTRA** Occupational extras and substandard risks which have impairments that are considered to be of a permanent nature - i.e. the extra premium is payable for more than nine years. Commission is payable at the rates applicable to the basic policy.

**NET EXTRA** No commission is payable on aviation extras, resident extras, travel extras and substandard risks for which the extra premium is payable for a specified period of nine years or less.

**Riders (where available)**

Commissions on the following rider premiums are paid at the same rate as the basic premium:

- Total Disability Waiver
- Guaranteed Insurability Option
- Policy Split Option

No commission is payable on the following rider premiums:

- Estate Protection Rider
- Term Protection Rider

Commission on CEO rider premiums is paid as follows:

- On PWL95, 3% on all premiums
- On TMS97, 3% on premiums paid within the first year only

Life Plus Rider - first year commission is 50% of premium; renewal commission is 2% of premium in years 2-10.

Life Term Rider - first year commission is 40% of premium; renewal commission is 2% of premium in years 2-10.

**Interim term premiums**

Interim term premiums are not commissionable.

**Production Credits**

Production Credits (PC's) are 100% of the annualized first year commissions, excluding CEO rider.

**Replacements**

Commission restrictions on internal replacements will be determined based on the age and the product of the policy(ies) being replaced.

**Basic Commissions**

Commissions will be paid at 4% of premium.

**Production Credits**

Production Credits (PC's) are 56.25% of commission.

**Basic Commissions**

First year commission is 50% of first year premium.

Renewal commission is 1% of premium received subsequent to the first year.

Renewals are payable for years 2 - 10.

**Total Disability Waiver  
(where available)**

First year and renewal commissions are the same rate as on the basic policy.

**Production Credits**

Production credits (PCs) are 100% of the annualized first year commissions released upon payment of the first full modal premium. If a policy is lapsed or surrendered within the first year, all PCs are lost.

**Replacements**

Commission restrictions on internal replacements will be determined based on the age and the product of the policy(ies) being replaced.



# CPS PRODUCER PROFILE

Please complete this form, and return it to us. We must have a completed and signed version of this form on file for each CPS producer.

Agent Name \_\_\_\_\_

Company/Corporation Name \_\_\_\_\_

Fax Number \_\_\_\_\_ Email Address \_\_\_\_\_

Business Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Home Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Mail to (check one): ☐ Home ☐ Business

Preferred method of receiving correspondence (check one):

☐ email ☐ fax ☐ mail

Business Phone \_\_\_\_\_ Home Phone \_\_\_\_\_

Social Security # \_\_\_\_\_ Tax ID # \_\_\_\_\_

Insurance License Number \_\_\_\_\_ Date of Birth \_\_\_\_\_

Designations: CLU CPCU ChFC RHU CFP LUTC CIC (circle applicable)

Do you carry E&O insurance? ☐ No ☐ Yes, name of carrier \_\_\_\_\_

Are you securities licensed? ☐ No ☐ Yes (circle applicable) 6 7 22 24 26 63

If NASD registered, what is the name of your broker dealer? \_\_\_\_\_

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\*\*\*\*\* Important, please see other side \*\*\*\*\*

CPS INSURANCE SERVICES / CA LIC.# 0571612  
9 CORPORATE PARK DRIVE, SUITE 100, IRVINE, CA 92606  
PHONE 949-863-0700 / PHONE 800-326-5433 / FAX 949-863-9318 / FAX 800-436-8255  
LICENSING DEPARTMENT FAX 949-225-7157

IT IS AGREED by and between CPS Insurance Services (hereinafter referred to as MGA), and the producer whose name appears on page 1 (hereinafter referred to as Producer) that in consideration of MGA's continued goodwill and patronage:

- A. MGA agrees that commission payment, if any, made by MGA to Producer shall be vested in Producer to the same extent that commissions on the same transaction are vested in MGA by applicable insurance company, with the exception of group insurance which may be subject to a Broker of Record direction.
- B. In the event that any commission, premium, or fee paid or credited to Producer must be referenced or returned by MGA to the insurer, MGA is authorized, but not obligated, to make payment on Producer's behalf and will be reimbursed for this payment in full by Producer within thirty (30) days of the date of such payment. If such payment is not made by Producer, then MGA is authorized to debit any commissions which may be due Producer until such obligation has been fulfilled. Producer will also reimburse MGA for any and all costs and expenses (including reasonable attorney's fees) incurred by MGA in collection of any such sums from Producer.
- C. Producer agrees to hold MGA harmless and indemnify MGA against any and all liability, loss, damages, judgments, costs or expenses of any nature, type or kind (including reasonable attorney's fees) incurred by MGA or imposed upon MGA as a result of any allegedly wrongful or tortious act or omission on part of the Producer.
- D. The Agent/Company consents to the transmission of information, whether personal, commercial or of an advertising nature, by way of the fax number or email address set forth herein, or other fax numbers or email addresses of the agent/company.

In the event of litigation to determine the respective rights, duties and/or obligations of the parties under this agreement, the prevailing party shall be entitled to reasonable attorney's fees.

\_\_\_\_\_  
Producer

\_\_\_\_\_  
Date

We appreciate your business.

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CPS INSURANCE SERVICES / CA LIC.# 0571612  
9 CORPORATE PARK DRIVE, SUITE 100, IRVINE, CA 92606  
PHONE 949-863-0700 / PHONE 800-326-5433 / FAX 949-863-9318 / FAX 800-436-8255  
LICENSING DEPARTMENT FAX 949-225-7157