



**BERSON-SOKOL AGENCY, INC**

*Our business is helping yours*



# Internal Transfer Program and Commission Changes in June

**We have some exciting changes to our business practices starting June 1, 2023.**

## **New Internal Transfer Program**

- We're launching an internal exchange program to pay full commission on most internal transfers. This applies to annuity business written after 2008 for clients aged 85 and younger.

## **Commission Changes**

- We're increasing commissions on our immediate annuity payouts with durations of 60 months or greater for both SPIAs and Restricted SPIAs.
  - No change to commissions on durations of 48 to 59 months.
  - Short-term SPIAs less than 48 months will be discontinued on this date.
  - Fee-based Restricted SPIAs will be discontinued on May 15, 2023.
- Recapture of commissions on death for all issue ages will now be 100% for months one through six, and 50% for months seven through twelve.

Contact your NMO, back office or The Standard if you have any questions.

***Remember:*** you can always obtain quotes, forms, and more from our website.

**Berson-Sokol Agency, Inc.**

**<https://www.berson-sokol.com/>**

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