

SCHEDULES FOR ADVANCED SALESMEN
SCHEDULE A.—COMMISSION SCHEDULE ON VOLUME CONCESSION

Monthly plan unit	Double 1st payment	Next 11 payments	Total 1st year	1 year trail	9 year trail	10 year total
\$20.....	\$10.00	\$5.00	\$65.00	\$1.75	\$15.75	\$80.75
25.....	12.50	6.25	81.25	2.25	20.25	101.50
30.....	15.00	7.50	97.50	2.75	24.75	122.25
40.....	20.00	10.00	130.00	3.60	32.40	162.40
50.....	25.00	12.50	162.50	4.50	40.50	203.00
60.....	30.00	15.00	195.00	5.25	47.25	242.25
75.....	37.50	18.75	243.75	6.50	58.50	302.25
100.....	50.00	25.00	325.00	9.00	81.00	406.00
125.....	62.50	31.25	406.25	11.00	99.00	505.25
150.....	75.00	37.50	487.50	13.00	117.00	604.50

SCHEDULE B.—COMMISSION SCHEDULE OF FUNDS NOT ON VOLUME CONCESSION

Monthly plan unit	(Double) 1st payment	Next 11 payments	Total 1st year	9 Year total 2d through 10th year	10 year total
\$25.00.....	\$11.10	\$5.55	\$72.15	\$20.00	\$92.15
30.00.....	12.90	6.45	83.85	24.00	107.85
40.00.....	17.40	8.70	113.10	32.00	145.10
50.00.....	22.00	11.00	143.00	36.00	179.00
60.00.....	27.40	13.70	178.10	41.00	219.10
75.00.....	34.00	17.00	221.00	52.00	273.00
90.00.....	40.50	20.25	263.25	63.00	326.25
100.00.....	45.00	22.50	292.50	70.00	362.50
150.00.....	68.00	34.00	442.00	102.00	544.00

(Whereupon, at 5:35 p.m., the subcommittee adjourned, to reconvene Tuesday, October 17, 1967, at 10 a.m.)