



SHENANDOAH LIFE
INSURANCE COMPANY

Schedule of Commissions

Medicare Supplement

Subject to the terms and conditions as set forth in the Agent Agreement (the "Agreement") of which this attachment is a part, and while the Agreement is in force, Shenandoah Life Insurance Company agrees to pay commission as a percentage of the premium to the agent according to the following terms, conditions and schedule. Commissions will be reported and paid on commissionable premium according to the following schedule for Medicare Supplement policies.

Terms not otherwise defined in this Schedule shall have to meaning set forth in the Agreement.

ALL COMMISSIONS

The Company shall use the following rates for policies issued on applications submitted by Agent or, if applicable, Sub-Agents. The commission rate payable for each policy will be reduced by any rates the Company has assigned to Sub-Agent's and Agent's down line distribution for such policy, if any. In no event shall the rate credited to Agent and his or her down line distribution for each policy exceed the rate provided on this Schedule.

GENERAL PROVISIONS

- 1. Product Included.** The provisions and conditions of the Schedule shall apply only to the Products specifically identified in the Schedule.
- 2. Non-assignment.** Agent may not assign or pledge as collateral any commission payable under this Schedule. Any attempt to assign commission under the Schedule shall be void.
- 3. Administrative Rules.** The Company's administrative rules, practices and procedures may be revised, modified or selected by the Company from time to time.
- 4. Laws & Regulations.** Commission on the Products set forth in this Schedule may be adjusted as required by any applicable laws or regulations.
- 5. Confidential Information.** Confidential information, as defined in your agreement, does not include information relating to Compensation payments payable, paid or provided Agent pursuant to this Schedule.

COMMISSION RATES FOR MEDICARE SUPPLEMENT PLANS

*Not all states listed below are approved and rates are subject to change.
Please refer to state availability chart for approved states.*

AZ

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	17.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	8.50%	1.13%	0.00%	\$25.00	\$-	\$-

DE, GA, MS, NJ*

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$25.00	\$-	\$-	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

KS

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

MN

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$25.00	\$-	\$-	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

AL, IA, NE, NM, VA*

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

MI

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-3	Years 4-10	Years 11+	Years 1-3	Years 4-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	25.00%	4.50%	2.25%	\$25.00	\$-	\$-
Ages 80+	12.50%	2.25%	1.13%	\$25.00	\$-	\$-

OH

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-7	Years 8-10	Years 11+	Years 1-7	Years 8-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	20.00%	0.00%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.00%	0.00%	0.00%	\$25.00	\$-	\$-

SC - PLANS A & G

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	0.00%	0.00%	0.00%	27.00%	4.50%	0.00%
Ages 65-79	27.00%	4.50%	0.00%	27.00%	4.50%	0.00%
Ages 80+	13.50%	2.25%	0.00%	13.50%	2.25%	0.00%

SC - PLAN F

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	0.00%	0.00%	0.00%	20.00%	0.00%	0.00%
Ages 65-79	20.00%	0.00%	0.00%	20.00%	0.00%	0.00%
Ages 80+	10.00%	0.00%	0.00%	10.00%	0.00%	0.00%

SC - PLAN N

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	0.00%	0.00%	0.00%	23.00%	2.25%	0.00%
Ages 65-79	23.00%	2.25%	0.00%	23.00%	2.25%	0.00%
Ages 80+	11.50%	1.13%	0.00%	11.50%	1.13%	0.00%

IN

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-7	Years 8-10	Years 11+	Years 1-7	Years 8-10	Years 11+
Ages < 65	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Ages 65-79	19.00%	0.00%	0.00%	19.00%	0.00%	0.00%
Ages 80+	19.00%	0.00%	0.00%	19.00%	0.00%	0.00%

KY

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	6.00%	0.64%	0.00%	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

NC - PLANS A & F

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$25.00	\$-	\$-	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

NC - PLANS G & N

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

IL

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	12.60%	1.35%	0.00%	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

TN

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	4.20%	0.45%	0.00%	3.15%	0.34%	0.00%
Ages 65-79	21.00%	2.25%	0.00%	15.75%	1.69%	0.00%
Ages 80+	10.50%	1.13%	0.00%	7.88%	0.84%	0.00%

TX - PLAN A ONLY

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-7	Years 8-10	Years 11+	Years 1-7	Years 8-10	Years 11+
Ages < 65	\$25.00	\$-	\$-	\$25.00	\$-	\$-
Ages 65-79	20.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.00%	1.13%	0.00%	\$25.00	\$-	\$-

TX - PLANS F, G, & N

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-7	Years 8-10	Years 11+	Years 1-7	Years 8-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	20.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.00%	1.13%	0.00%	\$25.00	\$-	\$-

WV*

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-5	Years 6-10	Years 11+	Years 1-5	Years 6-10	Years 11+
Ages < 65	\$-	\$-	\$-	\$-	\$-	\$-
Ages 65-79	22.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	11.00%	1.13%	0.00%	\$25.00	\$-	\$-

MD PLANS E, G, & N*

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	0.00%	0.00%	0.00%	\$-	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

MD - PLAN A ONLY*

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	10.50%	1.13%	0.00%	\$25.00	\$-	\$-
Ages 65-79	21.00%	2.25%	0.00%	\$25.00	\$-	\$-
Ages 80+	10.50%	1.13%	0.00%	\$25.00	\$-	\$-

PA

Commission Rates

	Policy Years					
	New Business / Open Enrollment			Guaranteed Issue*		
	Years 1-6	Years 7-10	Years 11+	Years 1-6	Years 7-10	Years 11+
Ages < 65	2.25%	0.00%	0.00%	2.25%	0.00%	0.00%
Ages 65-79	21.00%	2.25%	0.00%	2.25%	0.00%	0.00%
Ages 80+	11.00%	0.75%	0.00%	2.25%	0.00%	0.00%

COMMISSION RULES

- For Medicare Supplements policies, the Commission is calculated on the lesser of initial premium or paid premium.
- The attributed Medicare Part B deductible is not Commissionable.
- Policy/application fees on Medicare Supplement Plans are not Commissionable.
- Internal replacements. Commission for internal replacement of policies issued 2014 and after will be calculated at 100% of the applicable Commission rate when a new Shenandoah Life Insurance Company Medicare Supplement policy replaces an existing Shenandoah Life Insurance Company Medicare Supplement policy, or an existing Shenandoah Life Insurance Company Medicare Supplement Select policy.
- External replacements. Commission for external replacements will be calculated the same as new business unless a state special rule applies.
- The Company may, from time to time, issue Compensation/product schedules with respect to the Product which (a) amend, replace or terminate this Schedule, or (b) identify whether the Product is eligible for bonuses.
- Commission advance is not available on Guarantee Issue business.

* Commissions listed as \$25.00 are paid to the writing agent only