

HOW TO READ YOUR AGENT'S STATEMENT OF ACTIVITY

Central Security Life Insurance Company (CSLIC) and Western American Life Insurance Company (WALIC) are both administered on an AS/400 computer system using the ID³ administration system. Each month you should receive a Statement of Activity (agent statement). Your agent statement provides a wealth of information. This document should help you better understand your agent statement.

Activity Type (Typ)

The first column on your commission statement is the type of activity. The most common activity types are:

ATG, AEX, ARP	Advance commission (CSLIC)
ETG, EEX, ERP, ESP	Earned commission
CTG, CEX, CRP	Chargeback commission
RTG, REX, RRP	Recover advance commission (CSLIC)
MDB, MDC, MCB, MCC	Miscellaneous debits and credits

A policy that is advanced should have an ATG, RTG, and MDC on the same statement. The ATG is credit for the advance, The MDC is the debit for the check cut to pay the advance, and the RTG is one month's recovery toward paying off the advance. You will continue seeing RTG's on your statements until the advance is paid off, then they will become ETG's for earned commission. [*Advances in CSLIC only.*]

RTG's do not add anything to your earned balance, they just lower your advance balance. For this reason, they do not increase your end-of-the-month check. If an advanced policy is cancelled before the advance is fully recovered, you will see a CTG to charge back the unearned commission on the advance. [*Advances in CSLIC only.*]

Effective Date (Eff Date)

Effective date is the date that the transaction was posted on ID³.

Policy/Ref

Policy/Ref identifies two pieces of information. The first is a reference number (usually the policy number); the second item identifies the type of reference number.

P	Policy number
A	Agent number
B	Cash batch number
C	Claim number
F	Family list bill number
L	List bill number
I	PIN (Personal Identification Number)
U	User-defined number

Here are some samples:

X5533553	P	Policy number X5533553
Y5533535	P	Policy number Y5533535
13_00001	A	Agent number 13_00001

Coverage Number (Cov)

ID³ can have multiple coverages on a policy. Each has it's own coverage number. If a coverage is associated with a premium, it will show up on a commission statement. If a policy has 5 coverages and paid one month's premium it would have five lines on the commission statement, one for each coverage. If it paid two months, it would have ten lines, two for each coverage.

Issue Date (Iss), Paid-to-date (PD To), and Duration (Dur)

Issue date, paid-to-date, and duration are self-explanatory.

Product Code (PRD)

ID³ uses product codes to group plans of insurance together that have the same commission rate. Our current product codes are:

Central Security

N00	Gold Seal—Ordinary life, 10 Year Pay Life, 20 Year Pay Life, Increasing Whole Life
N01	Capitol— Life Paid-up at 90 (L-90), 15 Year Pay Life, 20 Year Pay Life, 30 Year Pay Life, Pyramid 21
N02	Capitol—5 Pay Life
N03	Capitol—10 Pay Life, NuMod GDB
N04	Executive Whole Life
N05	Individual and Joint Term (no longer sold), Accidental Death Benefit
N06	CSL New Business Annuity
N10	CSL FPDA Annuity Rider
P00	SP Preneed Non-Par <=5k
P01	SP Preneed Par > 5K
P02	1P Preneed Non-Par <=5k
P03	3P Preneed Non-Par <=5k
P04	5P Preneed Non-Par <=5k
P05	8P Preneed Non-Par <=5k
P06	1P Preneed Par > 5k
P07	3P Preneed Par > 5k
P08	5P Preneed Par > 5k
P09	8P Preneed Par > 5k
P10	Preneed Annuity
CSL	Policies converted to ID ³ from old computer systems

Western American

N00	Provider and NuLife
N01	Provider Plus
WAL	Policies converted to ID ³ from old computer system

CSL and WAL are special product codes that are used for converted policies. You will see many different commission rates paid for policies with these product codes because the rates were converted on a policy-by-policy basis instead of by plan code.

All of the other product codes are for policies issued after the conversion. You should be able to see how they correspond to your agent’s contract.

Name

Name is the name of the person identified with the Policy/Ref number.

Description

Description describes the transaction. Frequently used descriptions are:

BLANK	Normal premium payment. A credit.
Restart Correction	If a policy is reset, ID ³ recalculates commissions. A Correction is a credit.
Restart Reversal	If a policy is reset, ID ³ recalculates commissions. A Reversal is a debit of unearned commissions.
CWA	CWA shortage that paid to the agent by the policyholder. Usually a debit
Advance commission payment	Special check cut for advance commission payment. A debit.
LAPSE PROCESSING - PREM	Automatic Premium Loan

When a policy is reset on ID³, prior commissions are usually reversed out, and the correct commissions are credited back. You will normally see both a Restart Reversal and Restart Correction.

Debit/Credit (D C)

Debit or Credit indicates:

D	Debit (minus)
C	Credit (Plus)
M	Does not affect Earned Balance (Advance Recoveries)

Basis Amount (Basis)

Basis is the usually the amount of commissionable premium. On an MDC, it is the amount of the debit.

Type (T)

Type of basis amount (used by system).

Commission or Percentage Rate (Rate)

Commission rate is the rate paid for that product code under your agent contract.

Amount

Basis times rate.

New Policy Numbering

Policies issued on ID³ begin with a “Y” for Central Security and a “U” for Western American. Any policies issued prior to the conversion begin with an “X” for Central Security and a “WW” for Western American.