



## **Eolas Money Management, T/A Eolas Money: Summary of Commission & Fee Arrangements**

Eolas Money provide financial advice to our clients; and part of that advice is to provide financial solutions to you the consumer. Eolas Money acts as an intermediary between you, the consumer, and the product provider (Insurance Company) with whom we place business with on your behalf. We endeavor to ensure that clients are directed to the best solution for their needs. This document highlights how we at Eolas Money are remunerated for the delivery of solutions for our clients.

### **The Background:**

Pursuant to provision 4.58A of the Central Bank of Ireland's September 2019 Addendum to the Consumer Protection Code, all intermediaries must make available in their public office, and on their website a summary of the details of all arrangements for any fee, commission, other reward or remuneration provided to the intermediary which has been agreed with the Product Providers.

### **What are Fees?**

Eolas Money may be remunerated by a fee that is paid directly by the client, by Commission or a combination of both. The details of these fees are included in our Terms of Business.

We do not accept any assistance with advertising, branding, incentives such as tickets to any sporting events etc... from any Product Provider. We do however attend product Provider seminars, which coincides with the CPD (Continuous Professional Development) requirements set out by the Central Bank of Ireland, which helps us to maintain knowledge of the financial markets and solutions.

### **What is Commission:**

For the purpose of this document, commission is the payment earned by Eolas Money for the work that has been carried out on behalf of the consumer and then placed with the recommended Provider. The amount of commission is generally directly related to the quantity or value of the products sold.

There are different types of commission models:

Single commission model:	where payment is made to the Broker shortly after the sale is completed and is based on a percentage of the premium paid/amount invested/amount borrowed.
Recurring commission model:	For Pensions, Savings & Investments recurring commission refers to further payments at intervals that are paid throughout the life span of the product & may be based on a percentage of the value of the fund or the annual premium. For Protection products recurring commissions refers to further payments at intervals that are paid throughout the life span of the product & are based of the annual premium.
Indemnity commission	Indemnity commission is the term used to describe a commission payment made before the commission is deemed to be 'earned'. Indemnity commission may be subject to a claw back (see below) if the consumer lapses or cancels the product before the commission is deemed to be earned.

### **General insurance products**

General insurance products, such as motor, home, travel, health, retail or liability insurance, are typically subject to a single or standard commission model, based on the amount of premium charged for the insurance product.

### **Life Assurance/Investments/Pension products**

For Life Assurance products commission is divided into initial commission and Recurring Commission (related to premium)

Recurring Commission is the ongoing remuneration facilitated on a financial advice product to allow for the ongoing service, administration & review processes that are linked to financial advice for Protection, Pensions, Investments & Savings products. Recurring commission can also be described as trail or fund based renewal commission on Pensions/Investments/Savings, or renewal commission on Protection. Where an investment fund is being built up through an insurance-based investment product or a pension product, the increments may be based on a percentage of the value of the fund or the annual premium. For a single premium/lump sum product, the increment is generally based on the value of the fund.

Examples of products include Life Protection, Regular Premium Life Assurance Investments, Single Premium (lump sum) Insurance-based Investments, and Single Premium Pensions.

### **Investments**

Investment firms, which fall within the scope of the S.I. 375 of European Communities (Markets in Financial Instruments) Regulations 2017 (the MiFID Regulations), offer both standard commission and commission models involving initial and recurring commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

### **Credit Products/Mortgages**

Commission may be earned by Brokers for arranging credit for consumers, such as mortgages. The single, or standard, commission model is the most common commission model applied to the sale of mortgage products by mortgage credit Brokers (Mortgage Broker).

### **Claw back**

Claw back is an obligation on the Broker to repay unearned commission. Commission can be paid directly after a contract is concluded but is not deemed to be 'earned' until after a specified period of time. If the consumer cancels or withdraws from the financial product within the specified time, the Broker must return commission to the product producer.

### **Product Providers**

We at Eolas Money have agencies with the following Insurance Companies (Product Providers) for Life Insurance, Mortgage Protection, Critical Illness and Income Protection:

- Irish Life
- Aviva
- Friends First (now Aviva)
- Royal London
- Zurich Life
- New Ireland Assurance



### **Investment Firms:**

Investment Firms that come under the remit of the European Communities Regulations 2018 are known as MiFID II firms (Markets in Financial Instruments Directive). They offer both standard commission and commission models involving both initial Commission and trail commission. Increments may be based on a percentage of the investment management fees, or on the value of the fund.

Eolas Money have agencies with the following MiFID II Firms:

- Blackbee Investments
- Wealth Options
- Conexim
- Newcourt
- BCP

These Providers do not offer Protection Solutions.

The below commission guidance section gives indicative values across every product provider and every product advised whereby a commission or fee is received within our business. This is the maximum our firm will take and is subject to change, in certain cases our firm may take a different remuneration than the enclosed percentages/amounts. This will be disclosed to each client as per the Central Bank Consumer Protection Code regulations, on a client by client basis.

**Aviva Life & Pensions Ireland DAC**

**Term Life Protection**

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
150%	22%	24

**Specified Illness**

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
150%	22%	24

**Pension Term**

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
150%	22%	24

**Savings**

The Savings contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
15%	1%	48



### Personal Retirement Savings Account RP (PRSA)

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular Premium 15%	0.5%	48
Single Premium 3%	0.5%	0

### Personal Retirement Bond (PRB)

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
5%	0.5%	0%

### Income Protection

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
200%	30%	48

### Investment

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0



### Group Life Protection

Initial Commission	Recurring Commission	Claw back period (months)
6%	6%	0

### Group Income Protection

Initial Commission	Recurring Commission	Claw back period (months)
12.5%	12.5%	0

### Pensions

A Defined Contribution pension Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular premium 20%	0.5%	48
Single premium 3%	0.5%	0

### Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### Annuity

The Annuity contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0%	0

## **BCP**

### **Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
2.5%	0%	0

### **Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)**

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
3%	0.5%	0

## **BlackBee**

### **Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
3%	0.5%	0

## **Conexim**

### **Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
0.75%	0%	0

## **Friends First**

### **Term Life Protection**

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
150%	22%	24

### **Specified Illness**

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
150%	22%	24

### **Pension Term**

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
150%	22%	24

### **Savings**

The Savings contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
15%	0.5%	48



**Personal Retirement Savings Account RP (PRSA)**

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular Premium 15%	0.5%	48
Single Premium 3%	0.5%	0

**Personal Retirement Bond (PRB)**

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
5%	0.5%	0%

**Income Protection**

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
200%	30%	48

**Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

**Group Life Protection**

Initial Commission	Recurring Commission	Claw back period (months)
6%	6%	0

**Group Income Protection**

Initial Commission	Recurring Commission	Claw back period (months)
12.5%	12.5%	0

**Pensions**

A Defined Contribution pension Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular premium 20%	0.5%	48
Single premium 3%	0.5%	0

**Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)**

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

**Annuity**

The Annuity contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0%	0

## Greenman

### **Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
2.5%	0%	0

## Irish Life Assurance plc

### **Term Life Protection**

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
100%	20%	24

### **Specified Illness**

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
100%	20%	24

### **Pension Term**

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
100%	20%	24

### Savings

The Savings contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
15%	0.5%	48

### Personal Retirement Savings Account RP (PRSA)

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
15%	0.5%	48

### Personal Retirement Bond (PRB)

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
5%	0.5%	0%

### Income Protection

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
120%	30%	48

### Investment

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### Group Life Protection

Initial Commission	Recurring Commission	Claw back period (months)
6%	6%	0

### Group Income Protection

Initial Commission	Recurring Commission	Claw back period (months)
12.5%	12.5%	0

### Pensions

A Defined Contribution pension Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular premium 20%	0.5%	48
Single premium 3%	0.5%	0

### Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### Annuity



The Annuity contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0%	0

## Mercer

### **Personal Retirement Bond (PRB)**

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### **Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### **Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)**

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

## **NewCourt**

### **Personal Retirement Savings Account RP (PRSA)**

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
0%	0.25%	0

### **Personal Retirement Bond (PRB)**

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
1%	0.25%	0

### **Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)**

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
1%	0.25%	0

## **New Ireland Assurance Company plc**

### **Term Life Protection**

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
225%	50%	60

### Specified Illness

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	50%	0

### Savings

The Savings contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
10%	0.5%	60

### Pension Term

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	50%	60

### Personal Retirement Savings Account RP (PRSA)

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular Premium 25%	0.5%	60
Single Premium 3%	0.5%	0



**Personal Retirement Bond (PRB)**

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
5%	0.5%	60

**Income Protection**

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	50%	60

**Investment**

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	36

**Group Life Protection**

Initial Commission	Recurring Commission	Claw back period (months)
20%	20%	12

**Group Income Protection**

Initial Commission	Recurring Commission	Claw back period (months)
20%	20%	12

### Pensions

A Defined Contribution Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular premium 25%	0.5%	60
Single premium 3%	0.5%	0

### Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### Annuity

The Annuity contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0%	0

### Royal London Insurance DAC

#### Whole of Life Protection

The Whole of Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
200%	36%	60

### Term Life Protection

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
200%	36%	60

### Specified Illness

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	36%	60

### Pension Term

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	36%	60

### Income Protection

An Income Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
225%	36%	60

## Zurich Life Assurance plc

### **Whole of Life Protection**

The Whole of Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
90%	18%	12

### **Term Life Protection**

A Term Life Protection Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
170%	12%	24

### **Specified Illness**

A Specified Illness Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to “clawback” some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
100%	12%	12

### **Savings**

The Savings contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

<b>Initial Commission</b>	<b>Recurring Commission</b>	<b>Claw back period (months)</b>
10%	0.5%	48

### Pension Term

A Pension Term Assurance Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
100%	12%	12

### Personal Retirement Savings Account RP (PRSA)

A Personal Retirement Savings Account or PRSA typically provides for an Initial Commission as outlined below with certain restrictions around PRSA's. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular Premium 20%	0.5%	48
Single Premium 3%	0.5%	0

### Personal Retirement Bond (PRB)

The Pension Retirement Bond typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
5%	0.5%	0

### Investment

An Investment Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
3%	0.5%	0

### Group Life Protection

Initial Commission	Recurring Commission	Claw back period (months)
6%	6%	0

### Group Income Protection

Initial Commission	Recurring Commission	Claw back period (months)
12.5%	12.5%	0

### Pension

A Defined Contribution Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission	Claw back period (months)
Regular premium 20%	0.5%	48
Single Premium 5%	0.5%	0

### Cancer Cover

A Cancer Cover Product provides for an initial commission as outlined below. These policies have an inbuilt recurring commission structure to remunerate the Firm for reviews, service and claims support. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission
100%	12%

### Approved Retirement Fund (ARF) & Approved Minimum Retirement Fund (AMRF)

An ARF / AMRF Product typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to "clawback" some or all of the commission paid to the broker, depending on how long the policy was active with the provider.



Initial Commission	Recurring Commission
3%	0.5%

### **Annuity**

An Annuity contract typically provides for an Initial Commission as outlined below. Firms may also agree with a client a recurring commission that may be based on a percentage of the value of the fund or the annual premium. If for some reason a client moves or terminates their policy within a particular period of time, this might result in the provider seeking to 'clawback' some or all of the commission paid to the broker, depending on how long the policy was active with the provider.

Initial Commission	Recurring Commission
3%	0%

### **Questions:**

If you have any queries regarding fees and commissions paid to Eolas Money, please contact us at:

Email: [queries@eolasmoney.ie](mailto:queries@eolasmoney.ie)

Telephone: 052 6129696