



EQUITABLE
ADVISORS

Field Bulletin

December 1, 2022

FB 22-192 | For Financial Professional Use Only

Audience: Equitable Advisors Financial Professionals Compensated under GDC Platform
Re: **2023 GDC Platform Grid**
From: Retail Distribution

What's new:

The Gross Dealer Concession (GDC) based Grid Payout program will continue for 2023. This program is available to those financial professionals (FPs) who joined Equitable through (i) the 2004 acquisition of MONY, and (ii) in connection with Experienced Hire initiatives (together, "covered FPs"). This program provides covered FPs with the opportunity to generate additional amounts above the standard commissions (as published in the applicable Revised Schedule of Commissions and Service Fees field bulletin) based on production levels. The additional amount, known as Grid Payout Supplement (GPS), is calculated as a percentage of the following production types: (1) Life and Annuity (proprietary and non-proprietary) GDC; and (2) Broker-Dealer GDC.

The GDC payout percentage table is based on total GDC from all product sources. The total GDC attained at the end of 2022 will be used to categorize the covered FP and will specify the GDC payout (includes base commission and GPS) for calendar year 2023. At the end of 2023, the covered FP's total GDC will be reviewed to determine if the FP met, fell short, or exceeded the 2023 benchmark. Falling short of the benchmark will result in a true-down for the entire 2023 calendar year. Exceeding a benchmark will result in a true-up for the entire 2023 calendar year.

The following change has been implemented for 2023:

- GDC benchmarks will be modified. The attached table reflects all changes.

When:

Effective January 1, 2023

For More Info:

If you have questions, contact your Operations Professional or the Field Compensation Operations Team by phone at (866) 283-0767, opt. 1, or by email at: FieldCompensation-Operations@equitable.com.

Equitable Network and/or Equitable Advisors always reserves the unrestricted right to amend, alter, or modify this program at any time, in whole or in part, with or without written notice, in its/their sole discretion. Accordingly, and without limitation, nothing in this field bulletin should be construed as a promise or guarantee of future payments or of any amount of payment.

Equitable GDC Platform

Grid Benchmarks and Payout Percentages

Effective 1/1/2023

NEW BUSINESS AND RENEWALS					GRANDFATHERED GRIDS			
					(applies to General Account Contracts issued before 1/1/2004)			
Benchmark Category	GDC Benchmark	Life, Annuity and Other	Broker Dealer HIGH Scale*	Broker Dealer Standard Scale	Permanent Renewals and Fees	Permanent Trails	Term Renewals and Fees	DI/LTC Renewals and Fees
A	\$0	50%	50%	40%	58%	62.5%	60%	60%
B	\$102,000	57%	52%	42%	58%	62.5%	60%	60%
C	\$153,000	64%	55%	45%	58%	62.5%	60%	60%
CC	\$204,000	66%	58%	48%	58%	62.5%	60%	60%
D	\$229,500	69%	60%	51%	59%	62.5%	61%	61%
E	\$306,000	74%	63%	55%	60%	62.5%	62%	62%
EE	\$382,500	77%	65%	58%	60%	62.5%	62%	62%
F	\$433,500	79%	68%	62%	61%	63%	63%	63%
FF	\$510,000	80%	72%	67%	61%	63%	63%	63%
G	\$612,000	81%	76%	72%	62%	64%	64%	64%
GG	\$918,000	83%	78%	75%	62%	64%	64%	64%
H	\$1,224,000	84%	80%	78%	63%	65%	65%	65%
HH	\$1,734,000	85%	81%	80%	63%	65%	65%	65%
I	\$2,448,000	85%	82%	82%	64%	66%	66%	66%

* Applies to covered FPs meeting any one of the following three criteria in 2022: (a) BD PCs at or above 77,000 for the 2022 calendar year; (b) Total PCs of at least 310,000 for the 2022 calendar year; or (c) MPC-qualified members of an official Platinum or Platinum Plus firm. Covered FPs who met any of the three aforementioned criteria will be placed on the HIGH scale for Broker Dealer. All others will be placed on the Standard scale.

At the end of 2023, in the process of the annual review, the final 2023 table assignment and grid level will be determined, including Broker Dealer scale placement, looking back on calendar year 2023 results. True-Ups and True-Downs will take place in accordance with Equitable Network/Equitable Advisors annual practice.

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