

OMB #3048-0009 Expiry Date 5/31/02

**EXPORT-IMPORT BANK OF THE UNITED STATES (EX-IM BANK)  
BROKER COMMISSION SCHEDULE  
FOR EXPORT CREDIT INSURANCE POLICIES**

Effective: October 1, 1994

**BROKER ELIGIBILITY**

Insurance brokers and agents are eligible for commission payments under Ex-Im Bank export credit insurance policies if the broker or agent is **registered** with Ex-Im Bank and is **appointed** as broker-of-record by the policyholder. The policyholder reserves the right to appoint, delete or change the broker of record at any time. Brokers of record are entitled to any commissions due on premiums paid prior to a change in the broker of record.

**COMMISSION RATES**

Commission rates paid by Ex-Im Bank are based on the type of policyholder to which the policy is issued, as shown in the chart below:

**Type of Policyholder Commission Rate****(percentage of premium)****Financial Institutions 8%****Exporters**Small Business **30%\***Multi-Buyer Policyholders **12%**Single-Buyer Policyholders **10%****Administrators**Umbrella Policy **30%\***Trade Association Policy **10%****Lessors**

(whether a financial institution or an exporter)

Operating Lease Policy **20%**Financing Lease Policy **10%**

\*At Ex-Im Bank's discretion, this percentage will increase to 40% for those brokers who meet certain criteria regarding support of small business.

**COMMISSION PAYMENTS**

- The full amount of all premiums are due at the appropriate lockbox on or before the date specified in the policy. Insurance brokers should not remit premiums "net" of commission.
- Commission payments will be made monthly.
- No commission payments will be made on advance premium.

**BROKER CHANGES ON EXISTING POLICIES**

Ex-Im Bank policyholders may appoint or change their insurance broker at any time. Insurance brokers appointed after a policy is issued will be recognized on the first day of the next month after the receipt of the policyholder's written notice appointing an insurance broker of record. Acknowledgment by Ex-Im Bank of a policyholder's appointed insurance broker is made by means of a policy endorsement. Insurance brokers acknowledged by Ex-Im Bank are eligible for commissions with respect to transactions occurring after the effective date of the endorsement.

**WHO TO CONTACT:** For additional information, please contact a Regional Office or:

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