

October

Mo	Tu	We	Th	Fr	Sa	Su
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

November

Mo	Tu	We	Th	Fr	Sa	Su
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

December

Mo	Tu	We	Th	Fr	Sa	Su
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

 PAY DATE

 CUT-OFF DATE

Deals must be executed by this date to be considered for the next initial commission run

To ensure prompt payment of commissions:

- Deal notifications should be supplied before the deal is placed with the life company using a Marlborough International deal sheet
- Contract notes should be forwarded upon receipt from the life company