

Agent: Granata Enterprises
1137 Acorn Drive
Greensburg PA 15601

Granata Enterprises
 sam.granata@iautomateit.com
Commission Statement
 January, 2003

Policy No.	Name	From	To	Company	Product	Plan Name	Code	Mode	Mos	Group	PCPM*	Adj. Desc.	Premium	POP	Comm.
Writing Agent															
196	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	3	\$52.64		\$169.90	30.98%	\$52.64
710	Granata Enterprises	01/03	01/03	HighMark Life	HEALTH		RN		1		\$0.00		\$94.90	10.00%	\$9.49
196	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	3	\$52.64		\$331.50	15.88%	\$52.64
202	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	50	\$4.21		\$156.20	2.70%	\$4.21
190	Granata Enterprises	01/03	01/03	Highmark	HEALTH	COMP-DIRP2	RN		1	5	\$60.61		\$208.80	29.03%	\$60.61
174	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	7	\$52.64		\$186.30	28.26%	\$52.64
184	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	69	\$10.27		\$608.40	1.69%	\$10.27
205	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	0	\$91.01		\$320.70	28.38%	\$91.01
170	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	7	\$91.01		\$290.60	31.32%	\$91.01
199	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	69	\$4.21		\$205.60	2.05%	\$4.21
194	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	70	\$4.21		\$205.60	2.05%	\$4.21
189	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	70	\$4.21		\$205.60	2.05%	\$4.21
168	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	69	\$4.21		\$169.90	2.48%	\$4.21
193	Granata Enterprises	01/03	01/03	Highmark	HEALTH	COMP-DIRP2	RN		1	10	\$72.06		\$431.75	16.69%	\$72.06
190	Granata Enterprises	01/03	01/03	Highmark	HEALTH	KEYS-HMO2	RN		1	26	\$4.21		\$232.90	1.81%	\$4.21

Writing Agent Subtotal \$3,818.65 \$517.63

Overriding Agent

192	Granata Enterprises	01/03	01/03	Highmark	HEALTH	COMP-DIRP3	RN		1	11	\$23.76		\$354.85	6.70%	\$23.76
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Overriding Agent Subtotal \$354.85 \$23.76

Totals: \$4,173.50 \$541.39

Final Total: \$541.39

Product	01/2003	12/2002	11/2002	10/2002	09/2002	08/2002	Product	Year To Date
HEALTH	\$541.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	HEALTH	\$541.39
LIFE	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	LIFE	\$0.00
	\$541.39	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00		\$541.39

*PCPM=Per Contact Per Month; Pop=Percent of Premium; Total Group Count Excludes Duplicates, Dental, Vision,& Drug