

## October

Mo	Tu	We	Th	Fr	Sa	Su
27	28	29	30	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	1	2	3	4	5

## December

Mo	Tu	We	Th	Fr	Sa	Su
29	30	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	1	2



**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