

# GTL's 2020 4th Quarter Cross-Sell EXTRAVAGANZA Bonus Program!

For qualified **Hospital Indemnity, Precision Care™ Cancer and Short-Term Home Health Care** applications submitted between **October 1, 2020 and December 31, 2020.\***

## Submit 10-24 Applications During Q4

### Hospital Indemnity, Precision Care™ & Short-Term Home Health Care Bonus

**\$20**  
per application

For each Advantage Plus®, Indemnity Plus®, Precision Care™ and/or Short-Term Home Health Care application submitted, signed and dated within the qualification period.

- To receive the \$20 per application payout, you must submit a **minimum of 10** GTL Advantage Plus®, Indemnity Plus® Hospital Indemnity, Precision Care™ Cancer Insurance and/or Short-Term Home Health Care applications **during the Fourth Quarter**.
- Policies must also be effective, issued and inforce as of January 31, 2021 to qualify.
- Bonus payments will be calculated and distributed no later than March 1, 2021.

## Submit 25-49 Applications During Q4

### Hospital Indemnity, Precision Care™ & Short-Term Home Health Care Bonus

**\$40**  
per application

For each Advantage Plus®, Indemnity Plus®, Precision Care™ and/or Short-Term Home Health Care application submitted, signed and dated within the qualification period.

- To receive the \$40 per application payout, you must submit **25 or more** GTL Advantage Plus®, Indemnity Plus® Hospital Indemnity, Precision Care™ Cancer Insurance and/or Short-Term Home Health Care applications **during the Fourth Quarter**.
- Policies must also be effective, issued and inforce as of January 31, 2021 to qualify.
- Bonus payments will be calculated and distributed no later than March 1, 2021.

## Submit 50+ Applications During Q4

### Hospital Indemnity, Precision Care™ & Short-Term Home Health Care Bonus

**\$60**  
per application

For each Advantage Plus®, Indemnity Plus®, Precision Care™ and/or Short-Term Home Health Care application submitted, signed and dated within the qualification period.

- To receive the \$60 per application payout, you must submit **50 or more** GTL Advantage Plus®, Indemnity Plus® Hospital Indemnity, Precision Care™ Cancer Insurance and/or Short-Term Home Health Care applications **during the Fourth Quarter**.
- Policies must also be effective, issued and inforce as of January 31, 2021 to qualify.
- Bonus payments will be calculated and distributed no later than March 1, 2021.

FOR AGENT USE ONLY - Cannot be distributed to the public or used in any consumer solicitation. \*Must submit a minimum of 10 Precision Care™, Hospital Indemnity or Short-Term Home Health Care applications to qualify between 10/1/2020 and 12/31/2020. Hospital Indemnity, Precision Care™ and Short-Term Home Health Care applications can be combined in order to meet the application minimum and accumulate during the Fourth Quarter. GTL will pay the per application bonus on qualifying business on applications submitted, signed and dated between October 1 and December 31, 2020. All applications must be received at the home office no later than 1/10/21 and must be effective, issued, paid and inforce on 1/31/2021 to qualify. Bonus excludes any hospital indemnity, cancer and short-term care internal replacements. Payouts will be processed no later than March 1, 2021. Guarantee Trust has the exclusive right to change the program rules and payout amounts. Participation is based on meeting production minimums and the agent must be in good standing with GTL and comply with all state insurance rules and regulations. Split cases are not eligible. Business written on self or immediate family members will not count toward qualifying production. Premiums under \$15 monthly EFT or \$180 annually do not count toward qualifying production. Qualifiers must maintain a minimum persistency on qualifying business.