

# MED SUPP BROKER BONUS PROGRAM

## Six-Month Opportunity

You will receive a cash bonus when you sell our Medicare supplement product in the following states from January 1 – June 30, 2022.

- |               |            |               |                  |                |                 |
|---------------|------------|---------------|------------------|----------------|-----------------|
| • Alabama     | • Florida  | • Louisiana   | • Nebraska       | • North Dakota | • Tennessee     |
| • Arizona     | • Georgia  | • Maine       | • Nevada         | • Ohio         | • Texas         |
| • Arkansas    | • Illinois | • Maryland    | • New Hampshire  | • Oklahoma     | • Utah          |
| • California  | • Iowa     | • Michigan    | • New Jersey     | • Oregon       | • Virginia      |
| • Colorado    | • Kansas   | • Minnesota   | • New Mexico     | • Pennsylvania | • West Virginia |
| • Connecticut | • Kentucky | • Mississippi | • North Carolina | • South Dakota | • Wyoming       |
| • Delaware    |            | • Missouri    |                  |                |                 |

**Plus** | Idaho, Indiana, Montana, South Carolina and Wisconsin. See details on page 2.

## Qualifying Business

You need a minimum of five Medicare supplement policies issued in a month. Your policies that count toward the minimum can be:

- Those from any state
- All Plans we offer in any state
- Underwritten, Open Enrollment, Guaranteed Issue

## Payment

Whereas the criteria is broad to help you meet the monthly five-policy minimum, the bonus pays:

- For Plans F, G and N in the states listed above

- \$150 cash per issued underwritten policy (includes internal and affiliate conversions, except in North Carolina)
- \$30 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)

### Please note:

- Excludes all Guaranteed Issue and under age-65 business
- Internal and affiliate conversions on underwritten business are eligible for payment only when the original writing agent submits the application
- Policy must be in force at time payment occurs
- Payment is based on the month in which the policy took effect. See the following schedule.

continued on next page