

# MED SUPP BROKER BONUS PROGRAM

## Six-Month Bonus Opportunity

Receive a cash bonus when you sell our Medicare supplement product in the states below from Jan. 1 through June 30, 2024.

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

Plus | Idaho, Indiana, Montana, Oregon, South Carolina and Wisconsin. See details on Page 2.

## Eligibility

You're eligible to earn a cash payout on Medicare supplement business you place as a producer (personal production only; individuals or agencies may not qualify based on business placed by down-line producers) for policies underwritten by Mutual of Omaha or its affiliates. Some exclusions apply.

## 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

While the criteria are 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 is effective. Policy effective date means the date in which the policy is in force

## Payment example

Policy Effective Date	Payment Period
January 2024	Early March 2024
February 2024	Early April 2024



## Broker Bonus for Idaho, Indiana, Montana, Oregon, South Carolina and Wisconsin

Timeframe, eligibility, qualifying business and payment schedule are the same as previously mentioned.

### Payment

When you meet the monthly five-policy minimum, the bonus pays:

- \$40 per Underwritten, Open Enrollment and Guaranteed Issue applications
- For Plans F, G and N (NM39 in Wisconsin)
- For Plans A, C, F, G, N and High Deductible G (in Montana only)

### Please note:

- Internal and affiliate conversions 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

## Miscellaneous

- Mutual of Omaha reserves the right to change, limit or cancel any promotion, rule or award at any time and for any reason
- You must be currently contracted and actively representing Mutual of Omaha Insurance Company or its affiliates at the time of the award
- You must be in good standing with Mutual of Omaha's Regulatory Affairs at the time of the award
- No substitution for, or transfer of the award will be allowed
- The costs of the award will be reported to you as taxable income on IRS Form 1099
- Special agents' cash awards are allocated to their agency
- This promotion is void where prohibited by law

## Why Partner with Mutual of Omaha?

You'll enjoy:

- Household discount to further lower rates (percent and availability vary by state)
- No policy fees
- Plan N as a good option for those who are used to cost-sharing plans, such as employers' health insurance or Medicare Advantage
- e-App storefront for error-free and complete applications
- Talking directly with your underwriter
- Marketing credits to build your business (earned with a minimum of seven issued apps per month)
- Enhanced automated underwriting for Med supp e-Apps (most applications auto-decision within 2 minutes)