

Rewarding  
You Faster  
Than Ever  
Before



Americo's Agent Incentive Program  
for Medicare Supplement

Spend your reward how you want.  
It's up to you. The possibilities are endless.

## Qualification Period

March 1, 2017 through February 28, 2018. First premium payment must be applied during the qualification period.

## Requirements

**NOW EASIER TO QUALIFY!**

Produce at least \$25,000 of annualized premium during the qualification period. Applies to all plans (eApp or paper), and includes underwritten and Open Enrollment business. Disability and Guarantee Issue are excluded.

*Bonus payout will be paid on underwritten business only. Medicare Supplement production will be counted at 100% of paid annualized first-year premium.*

## Bonus Payout

Meet the requirements and receive a bonus payout based on the following:

- \$25,000 to \$74,999 = 5% Bonus payout
- \$75,000 to \$124,999 = 7.5% Bonus payout
- \$125,000 and above = 10% Bonus payout

*Bonus payout will be paid on underwritten business only.*

*Two payments will be made. A September preliminary payment will be made if the minimum requirement is met by August 31, 2017. Final payment will be made in March based on all qualifying production, less any payments that were made in September.*

Applications must be paid between March 1, 2017 and February 28, 2018. Bonus payment will be made to the writing agent only within a month of the payout date. Agents must be in good standing with Americo at the time of payout. Americo, at its sole discretion, reserves the right to modify or change this promotion at any time.

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17-028-7 (06/17)

Questions?

Contact Americo  
Sales Support at  
800.231.0801

**AMERICO**



## Medicare Supplement Payout Details

Agents who produce at least \$25,000 of annualized premium between March 1, 2017 - February 28, 2018 will receive a bonus payout based on the following:

Qualifying Production	Bonus Payout
\$25,000 - \$74,999	5%
\$75,000 - \$124,999	7.5%
\$125,000 and above	10%

*Disability and Guarantee Issue business is excluded. Bonus payment will only be made on underwritten business.*

For agents who meet the minimum requirement by August 31, 2017, a preliminary payment will be made in September. A final payment will be made in March based on all qualifying production, less any payments made in September.

### Example 1

\$15,000 in qualifying **underwritten** premium and \$10,000 in **Open Enrollment** premium from March 1, 2017 to August 31, 2017

- ▶ Receive a payment in September for **\$750** ( $\$15,000 \times 5\%$ )

\$75,000 in total qualifying **underwritten** premium and \$25,000 in total **Open Enrollment** premium from March 1, 2017 to February 28, 2018

- ▶ Receive a payment in March for **\$4,875** ( $(\$75,000 \times 7.5\%) - \$750$ )

**Total earned during qualification period = \$5,625**

### Example 2

\$50,000 in qualifying **underwritten** premium and \$30,000 in **Open Enrollment** premium from March 1, 2017 to August 31, 2017

- ▶ Receive a payment in September for **\$3,750** ( $\$50,000 \times 7.5\%$ )

\$115,000 in total qualifying **underwritten** premium and \$75,000 in total **Open Enrollment** premium from March 1, 2017 to February 28, 2018

- ▶ Receive a payment in March for **\$7,750** ( $(\$115,000 \times 10\%) - \$3,750$ )

**Total earned during qualification period = \$11,500**

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17-028-8 (06/17)