

# > Med Supp Broker Bonus Program



## Exclusive Opportunity for a Limited Time

You will receive a cash bonus when you sell our Medicare supplement and SELECT products in the following states from September 25, 2017 – January 31, 2018.

- |               |                  |                  |             |
|---------------|------------------|------------------|-------------|
| > Arizona     | > Nevada         | > Pennsylvania   | > Texas     |
| > Florida     | > New Jersey     | > South Carolina | > Utah      |
| > Georgia     | > North Carolina | > Tennessee      | > Wisconsin |
| > Mississippi | > Ohio           |                  |             |

### HOW THE PROGRAM WORKS

- Apps signed September 25, 2017 – January 31, 2018 must be issued and effective before February 1, 2018 to qualify
- Minimum five issued policies in a month to qualify for payment
- Timing of payment is based on the policy effective date
- Pays on only Plans F, G and N
- Pays \$200 cash per issued underwritten policy (includes internal and affiliate conversions)
- Pays \$50 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)
- 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

### PAYMENT

- Policy must be in force at time payment occurs
- Payment is based on the month in which the policy took effect. See schedule below.

| Policies Effective                   | Payments Occur For policies still in force |
|--------------------------------------|--|
| September 25, 2017 thru October 2017 | Early December 2017                        |
| November 2017                        | Early January 2018                         |
| December 2017                        | Early February 2018                        |
| January 2018                         | Early March 2018                           |
| February 1, 2018 or later            | No payment                                 |

### ELIGIBILITY

You are eligible to earn a cash payout on Medicare supplement and SELECT business you place as a broker 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 Insurance Company in Mississippi and Pennsylvania
- United World Life Insurance Company in Nevada, North Carolina, Ohio, South Carolina, Texas and Wisconsin
- United of Omaha Life Insurance Company in Florida and New Jersey
- Omaha Insurance Company in Arizona, Georgia, Tennessee and Utah

Some exclusions apply.

### QUALIFICATION PERIOD

Medicare supplement and SELECT applications signed, issued and effective in identified states September 25, 2017 – January 31, 2018 are eligible.

Applications signed September 25, 2017 – September 30, 2017 that qualify will count toward October application minimums and be paid accordingly.

**CONTINUED ON BACK**

## MISCELLANEOUS

- Mutual of Omaha reserves the right to change, limit or cancel any program, rule or award at any time
- You must be contracted and actively representing Mutual of Omaha Insurance Company or its affiliate 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

## MORE REASONS TO PARTNER WITH US

With Mutual of Omaha, you get:

- Household discount to further lower rates (not available in Florida)
- No policy fee
- Plan G competitive with and without the household discount
- Med Supp e-App for error-free and complete applications
- Fast underwriting (10 minutes from e-App to underwriter; decision in less than three days)
- Talk directly with your underwriter
- Marketing Credits to build your business (minimum five issued apps in a month)

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## Exclusive Opportunity for a Limited Time

You will receive a cash bonus when you sell our Medicare supplement products in the following states from December 1, 2017 – January 31, 2018.

- > Alabama
- > New Hampshire
- > New Mexico
- > South Dakota
- > Virginia

### QUALIFICATION

- Apps signed December 1, 2017 – January 31, 2018 must be issued and effective before February 1, 2018 to qualify
- Minimum five issued policies in a month to qualify for payment
- All issued policies in the identified states count toward the monthly five policy minimum

### PAYMENT

- Pays on only Plans F, G and N
- Pays \$200 cash per issued underwritten policy (includes internal and affiliate conversions)
- Pays \$50 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)
- 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 schedule below.

| Policies Effective        | Payments Occur For policies still in force |
|---------------------------|--|
| December 2017             | Early February 2018                        |
| January 2018              | Early March 2018                           |
| February 1, 2018 or later | No payment                                 |

### ELIGIBILITY

You are eligible to earn a cash payout on Medicare supplement business you place as a broker 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 Insurance Company in Alabama and New Hampshire
- United of Omaha Life Insurance Company in New Mexico
- Omaha Insurance Company in South Dakota and Virginia

Some exclusions apply.

### QUALIFICATION PERIOD

Medicare supplement applications signed, issued and effective in identified states December 1, 2017 – January 31, 2018 are eligible.

### MISCELLANEOUS

- Mutual of Omaha reserves the right to change, limit or cancel any program, rule or award at any time
- You must be contracted and actively representing Mutual of Omaha Insurance Company or its affiliate 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
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### **MORE REASONS TO PARTNER WITH US**

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