

**WORKING HARDER
TO BE YOUR
CARRIER OF CHOICE**



NASSAU

NASSAU ELITE 2022 PROGRAM

**TO RECOGNIZE AND REWARD
TOP MEDICARE SUPPLEMENT PRODUCERS**

2023 ELITE RETREAT

You and a guest will be invited to join us for the 2023 Nassau Elite Retreat with senior leadership, including airfare plus four days and three nights at a world-class resort.

ELITE SERVICE

Get direct access to a dedicated team including a new business case manager and underwriter.

LEADERSHIP ACCESS

Receive exclusive invitations to conferences and events. Connect with Nassau's senior management and product development teams to share feedback and ideas.

WANT TO LEARN MORE?

Reach out to our dedicated independent wholesaler, Eric Hartstone, at 1-704-644-9411.

FOR PRODUCER USE ONLY. NOT FOR USE WITH THE GENERAL PUBLIC.



TOM BUCKINGHAM
CHIEF GROWTH OFFICER

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2021 was a transformational year for Nassau. Our sales, product portfolio, and service have never been stronger.

Our partnership with you remains essential to our success this year. We look forward to engaging directly with Elite producers throughout the year.

Our entire team is ready to help you grow your business. Let us know how we can help. It's just another way we're working harder to be your carrier of choice.

Regards,

A handwritten signature in black ink, appearing to read 'Tom Buckingham' in a cursive style.

TOM BUCKINGHAM

ABOUT NASSAU FINANCIAL GROUP



Innovator in Underwriting for Over 170+ Years

First to Sell Medicare Supplement Insurance



Pyramid Life first to offer Medicare Supplement policies shortly after President Johnson signed Medicare into law.

First to Reduce Rates for Women



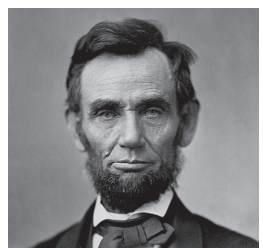
Phoenix Life first insurance carrier to offer reduced life insurance premium rates for women.

First to Discount Non-Smokers



As the hazards of smoking gain public awareness, Phoenix first to offer discounted premiums on all policies to non-smokers.

Nassau is always working harder to be your carrier of choice. We build creative products that can help protect people's savings, deliver guaranteed income, and help pay for health care costs in retirement. We're dedicated to providing you with best-in-class service. We seek to keep things simple and will have your back in the years to come. Nassau Financial Group is headquartered in Hartford, Connecticut with nearly \$20 billion in assets under management and over 400,000 policyholders and contract holders.¹ We have been doing this a long time -170 years - but we remain humble enough to always try to improve.



Our Rich History

We insured Abraham Lincoln and paid the claim to his survivors.

Nassau Financial Group



Headquartered in Hartford

"The Insurance Capital of the World"

Excellent



\$19.8 B
Assets Under Management*



170+
Year Legacy



\$1.2 B
Total Adjusted Capital*



414,000
Policies and Contracts*

Rated 4.9 out of 5 based on over 2,600 reviews on ★ Trustpilot

*Assets under management, capital, and policies and contracts estimated as of 9/30/21. For more complete information, including financial information for specific Nassau Financial Group subsidiaries, visit nfg.com.

EXCLUSIVE MEDICARE SUPPLEMENT REQUIREMENTS & BENEFITS

\$125K PREMIUM

✓ Invitation to the Nassau Elite Retreat in 2023

\$25K PREMIUM

✓ Dedicated Underwriting Support

5 CASES

✓ Dedicated New Business Case Manager

Other Important Details

Qualification period runs from Jan. 1, 2022 to Dec. 31, 2022. Placed premium excludes free looks and cancellations. Participants must have an active contract and be in good standing to receive incentives. Final qualification remains at the sole discretion of Nassau. Cases, premium, or credits may not be transferred to another appointed individual/agent. Some event expenses related to you (and your potential guests) that are associated with the Nassau Elite Producer Program may be taxable to you and reported on a 1099-NEC. You should consult your tax advisor if you have questions about the tax treatment related to any event-related expenses or your individual situation. Nassau is unable to substitute cash equivalent or awards in lieu of attendance. Only Medicare Supplement policies issued by the Company are eligible for this promotion.

Sell fixed indexed annuities? For our annuity Nassau Elite program, \$1 of Med Supp annualized, place premium equals 14 qualification credits. Want to learn more? Call Eric from Saybrus Partners at 1-704-644-9411.

For producer/agent use only. Not for use with the general public. Nassau medicare supplement insurance policies are issued by Nassau Life Insurance Company of Kansas, a subsidiary of Nassau Financial Group. Product availability varies by location and plan type is subject to change. This program and Nassau are not affiliated with or endorsed by the United States government or the federal Medicare program.