



# Med Supp Broker Bonus Program

## Three-Month Bonus Opportunity

Receive a cash bonus when you sell our Medicare supplement products in the states below from Jan. 1 through March 31, 2025.

- 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: 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

#### 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

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)

#### Payment example

Policy Effective Date	Payment Period
January 2025	Early March 2025
March 2025	Early May 2025

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

Time frame, 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 and be in good standing
- 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 (percentage 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 employer's 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 two minutes)