

FLORIDA

2021 Med Supp New Business Cash Bonus (B)

Submission Period: 6/1/2021 - 9/30/2021

Payout Date: 10/29/2021

Policies submitted between 6/1/2021 - 9/30/2021 must remain inforce and be issued and paid for by 10/15/2021.

Submit 21+ qualifying applications & receive these amounts for each qualifying app!

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LEVEL THREE

Underwritten Plan F ^{HD}	Underwritten Plans F & G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
\$350	\$325	\$300	\$250

Submit 11-20 qualifying applications & receive these amounts for each qualifying app!

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LEVEL TWO

Underwritten Plan F ^{HD}	Underwritten Plans F & G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
\$300	\$275	\$250	\$200

Submit 1-10 qualifying applications & receive these amounts for each qualifying app!

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LEVEL ONE

Underwritten Plan F ^{HD}	Underwritten Plans F & G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
\$250	\$225	\$200	\$150

The policy count toward any level starts at 0 on 6/1/2021 12 A.M..

Are you submitting a policy with an effective and draft date after 10/15/2021?

Policies submitted during 6/1/2021 - 9/30/2021 that are paid for after 10/15/2021 may receive a bonus at a later payout date to be determined assuming that the policy remains inforce at the time of the later payout.



PRODUCER BONUS EXAMPLES

Assume producer Tom reaches **LEVEL THREE** by submitting **21 QUALIFYING APPLICATIONS**.

LEVEL THREE

Underwritten Plan F ^{HD}	Underwritten Plan G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
7 X \$350	7 X \$325	5 X \$300	2 X \$250
\$2,450	\$2,275	\$1,500	\$500
TOTAL BONUS EARNINGS \$6,725			

Assume producer Sandy reaches **LEVEL TWO** by submitting **14 QUALIFYING APPLICATIONS**.

LEVEL TWO

Underwritten Plan F ^{HD}	Underwritten Plan G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
4 X \$300	7 X \$275	2 X \$250	1 X \$200
\$1,200	\$1,925	\$500	\$200
TOTAL BONUS EARNINGS \$3,825			

Assume producer Bill reaches **LEVEL ONE** by submitting **10 QUALIFYING APPLICATIONS**.

LEVEL ONE

Underwritten Plan F ^{HD}	Underwritten Plan G	Underwritten Plan N	Open Enrollment Plan F ^{HD}
4 X \$250	3 X \$225	2 X \$200	1 X \$150
\$1,000	\$675	\$400	\$150
TOTAL BONUS EARNINGS \$2,225			

FMO Bonus

FMO's will earn 5% of their downline's total bonus earnings.

FMO BONUS EXAMPLE

Assume that the three producers in the examples above are in FMO AI's hierarchy. FMO would earn the following:

Producer	Downline's Earnings	FMO's Earnings	TOTAL FMO EARNINGS \$638.75
Tom	\$6,725	\$336.25	
Sandy	\$3,825	\$191.25	
Bill	\$2,225	\$111.25	

No disability or conversion business, new business only. Policies must be received between the Submission Period of 6/1/2021 to 9/30/2021. Policies must be issued and paid for by 10/15/2021. Policies must remain in force throughout the entire Qualifying Period of 6/1/2021 to 10/15/2021. Producers and FMOs must be in good standing with New Era Life Insurance Company, New Era Life Insurance Company of the Midwest, and Philadelphia American Life Insurance Company (collectively "The Company") at the conclusion of the Qualifying Period. The Company reserves the right to withhold a payout if persistency, loss ratios and production do not meet an acceptable level. The Company, at its sole discretion, reserves the right to modify or change any of the qualifications or offerings at any time. The decision of The Company on any interpretation of these rules shall be final and conclusive.