

Elevate Your Sales Incentive, for AARP® Medicare Supplement Insurance Plans, from UnitedHealthcare®

Earn \$150 per eligible Plan F and G application from UnitedHealthcare on applications for AARP® Medicare Supplement Insurance Plans, insured by either UnitedHealthcare® Insurance Company (UHIC) or UnitedHealthcare® Insurance Company of America (UHICA)¹. See additional eligibility rules below.

ELIGIBLE AARP MEDICARE SUPPLEMENT PLAN APPLICATIONS

This **\$150 incentive** includes commission-eligible, accepted and paid AARP Medicare Supplement Plans, underwritten² Plan F and G applications.

Applicants must reside in the states listed below. Eligible applications must be for December 1, 2024 through March 1, 2025 plan effective dates, with applicant signature dates starting November 5, 2024, through February 28, 2025.

Eligible States

- Arizona
- Arkansas
- Georgia
- Iowa
- Kentucky
- Michigan
- New Jersey
- North Carolina
- Ohio
- Pennsylvania
- Texas
- West Virginia

To qualify for the incentive and receive a payout, you must submit a minimum of 3 eligible applications from any of the states listed above. There is **no limit** on the maximum number of eligible applications that can be submitted during this time period to qualify for this incentive.

Payout calculations and incentive payment will occur mid-April 2025 via your usual commission payment process. Applications must be accepted and commissioned prior to April 14, 2025. This means that any outstanding pending applications that become accepted on or after April 14, 2025, will not count toward the incentive.

Enrollment applications for current AARP Medicare Supplement Insurance Plan members switching from one AARP Medicare Supplement Insurance Plan to another are not eligible for this incentive (i.e., plan changes and internal replacements from the same or another UnitedHealthcare underwriting company). Employer Group Broker Sales, including Agent-referred group sales, are also not eligible for this incentive.

¹ UHICA plans are available in the states of Arkansas, Arizona, New Jersey, North Carolina, Ohio, Pennsylvania and Texas.

² Individuals/applicants not eligible for open enrollment or guaranteed issue are “underwritten”.

AGENT PARTICIPATION

Active EDC and ICA writing agents (including solicitor agents), authorized to offer, licensed, appointed, and certified with UnitedHealthcare, in the states listed above, are eligible to participate in this incentive. Agents authorized to offer AARP Medicare Supplement Plans, insured by UHICA, previously received a separate and specific notification from UnitedHealthcare indicating they were authorized. ISR and telesales agents are not eligible to participate. Up-line payments do not apply. Incentive payments for solicitor agent applications are payable to the solicitor agent's up-line.

Eligible EDC and ICA writing agents, including solicitor agents, must be active and authorized to offer AARP Medicare Supplement Plans on April 14, 2025 to receive incentive payment. EDC/ICA writing agents who are eligible to participate in the incentive but who are in servicing or terminated status on April 14, 2025 are not eligible for incentive payment.

Agents who participate must comply with CMS, state and UnitedHealthcare requirements.

Incentive payments will be made in accordance with applicable state rules.

UnitedHealthcare reserves the right to end or modify the Sales Incentive at any time without notice. UnitedHealthcare will determine qualification of applications and application counts for this incentive program. All decisions are final.

AARP endorses the AARP Medicare Supplement Insurance Plans insured by UnitedHealthcare Insurance Company or an affiliate (collectively "UnitedHealthcare"). UnitedHealthcare pays royalty fees to AARP for the use of its intellectual property. These fees are used for the general purposes of AARP. AARP and its affiliates are not insurers. AARP does not employ or endorse agents, brokers or producers.

November 2024. **Confidential and proprietary information of UnitedHealth Group. For internal/agent use only. Do not distribute or reproduce any portion without the express written permission of UnitedHealth Group.**