

# Med Supp Broker Bonus Program - 2021

January through June

## Six-Month Opportunity

You will receive a cash bonus when you sell our Medicare supplement product in the following states from January 1, 2021 - June 30, 2021.

- Alabama
- Arizona
- Arkansas
- Colorado
- Florida
- Georgia
- Idaho
- Illinois
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maryland
- Mississippi
- Nebraska
- Nevada
- New Jersey
- New Mexico
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- South Dakota
- Tennessee
- Texas
- Utah
- Virginia
- West Virginia
- Wyoming

Plus | Indiana, Missouri, Montana, South Carolina and Wisconsin. See details on page 2.

## 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

## Payment

Whereas the criteria is 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)
- \$30 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)

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 took effect. See the following schedule.

## For policies issued January 1 - June 30, 2021

Policy Effective Date	Payment Period
January 2021	Early March 2021
continues like this through	
December 2021	February 2022

For policies issued between January 1, 2021 and June 30, 2021, payments will occur early in the second month following the policy effective date. Policies must be in force at time of payment.

For example, a policy is issued January 12, 2021 with a February 1, 2021 effective date. The bonus will be paid in April 2021 as long as the policy is in force.

## Eligibility

You are 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.

continued on next page

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

Timeframe, Eligibility, Qualifying Business and Payment Schedule are the same as described on page 1.

### 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 (WM28 in Wisconsin)

### 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 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
- This promotion is void where prohibited by law

## 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 the household discount
- Plan N is a good option for those who are used to cost-sharing plans such as employers' health insurance or Medicare Advantage.
- 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)

## Why Mutual of Omaha

We're invested in your success. We're committed to giving you the products your customers want plus the tools, resources and support you need.