

Sales Incentive

For AARP® Medicare Supplement Insurance Plans,

Insured by UnitedHealthcare® Insurance Company

Earn up to \$300 per eligible application today!

Earn \$100 to \$300 cash from UnitedHealthcare on commission-eligible, accepted and paid applications for AARP Medicare Supplement Insurance Plans! See additional eligibility rules below.

ELIGIBLE AARP MEDICARE SUPPLEMENT PLAN APPLICATIONS

Applications eligible for this incentive include commission-eligible, accepted and paid applications for AARP Medicare Supplement Plans F and G[‡] for ages 65+ that are underwritten¹ or within their Medicare supplement Open Enrollment period². For those states designated below with an * Guaranteed Issue applications are included and with a † under 65 applications are included.

Eligible applications must be for January 1, 2021 through March 1, 2021 plan effective dates, with applicant signature dates starting December 8, 2020, through February 28, 2021. Applicants must reside in the states identified in the table below.

States	Application Payout
DC, FL*, RI, WY	\$100
DE, OK, SC*, WI**	\$125
AL, AR, ID, IL, KS, LA, ME†, NH, NJ, PA	\$150
IN*	\$200
MI	\$300

[‡] In Indiana, all commission-eligible, accepted and paid Medicare Supplement plan applications are included. In Wisconsin, only commission-eligible, accepted and paid applications for the Basic Plan are included.

There is **no limit** on the maximum number of eligible applications that can be submitted during this time period to qualify for this incentive.

¹ Individuals/applicants not eligible for open enrollment or guaranteed issue are “underwritten”.

² Medicare supplement Open Enrollment period that begins on the first day of the month an individual is age 65 or older AND enrolled in Medicare Part B.

Payout calculations and incentive payment will occur early May 2021 via your usual commission payment process. Applications must be accepted and commissioned prior to May 10, 2021. This means that any outstanding pending applications that become accepted on or after May 10, 2021, 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. Employer Group Broker Sales, including Agent-referred group sales, are also not eligible for this incentive.

AGENT PARTICIPATION

Active EDC and ICA writing agents (including solicitor agents), licensed, appointed and certified with UnitedHealthcare to offer AARP Medicare Supplement plans in the states listed above are eligible for the incentive program. ISR and telesales agents are not eligible for the incentive. Up-line payments do not apply. Incentive payments for Solicitor agent applications are payable to the Solicitor agent's up-line.

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.

December 8, 2020. **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.**