



ACCELERATE YOUR SUCCESS WITH GROUP PRODUCT SALES!

Get more from your sales by taking advantage of our **Accelerate2021** incentive program!

Your group product sales **through December 31, 2021**, will help you net cash bonuses, fast-track 2022 Sales Celebration qualification and earn PUSH Perks. The more you sell, the more you earn. The more you earn, the better your chances of joining us at the fabulous Hyatt Ziva Rose Hall in Montego Bay, Jamaica.

Take advantage of our Accelerate2021 program to ensure you're *Jammin' in Jamaica* with some extra cash!



INCENTIVE DETAILS ON NEXT PAGE >

Group Critical Illness, Group Accident, Group Cancer and Monthly Income Protection (group term life) incentives

Excludes Wage Guard® and other third-party group products

SALES CELEBRATION INCENTIVES

Credit for both writing agent and partner.

Sell Washington National group products—and double your chances of qualifying for the 2022 Sales Celebration and earning PUSH Perks. Bundle group and individual products and sell through Washington National Enrollment Solutions (WNES) for even more ACCELERATION of your sales!

Item #1 > EARN DOUBLE PRODUCTION

on group product NAP for any partner, agent or broker (\$10k NAP = \$20k production credit), OR

Item #2 > EARN 2.5x PRODUCTION

on group product NAP when any group product is bundled with any individual product (\$10k NAP = \$25k production credit, minimum \$5k NAP needed for individual product), OR

Item #3 > EARN 2.5x PRODUCTION

on group product NAP sold as part of WNES (\$10k NAP = \$25k production credit), OR

EARN TRIPLE PRODUCTION when all three items above are included (\$10k NAP = \$30k production credit)

COMPENSATION BONUS INCENTIVES

Payable at ends of Q1, Q2, Q3 & Q4. For agents/brokers. Excludes partners unless they are writing agent.

Sell more to earn more! Get 10% bonus commission on group products—and 12% bonus commission on group and individual product “bundles.”

> **EARN 10% bonus** on group product NAP (\$25k bonus cap per case)*

> **EARN additional 2% bonus** on **any case** that generates over \$100k NAP from a combination of both group and individual products (no minimums needed from either product, so long as total NAP exceeds \$100k from a bundling of both group and individual product at the case level)



ACCELERATE YOUR SUCCESS with Sales Celebration and Compensation Bonus incentives!

We want to see you *Jammin' in Jamaica!* Each and every sale now through December 31 will help you qualify for the 2022 Sales Celebration.

*Any bonus amounts under \$15k will be paid out as reported; for any amounts above \$15k, we will require first billing to be funded/paid.

For agent information only. This material should not be distributed to the public or used in any solicitation. Washington National reserves the right to extend, terminate or modify this incentive program at any time. The value of an incentive trip for you and your guest along with any gift or prize you may receive will be treated as taxable compensation.

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WN-INCENTIVES

