



## Americo's Agent Incentive Program for Medicare Supplement in Missouri

### Qualification Period

March 1, 2021 through August 31, 2021. First premium payment for each qualifying policy must be applied during the qualification period.

### Bonus Payout

Bonus payout will be based on the underwritten business percentage during the qualification period. Payouts will be based on the following:

- 90% underwritten and above = 20% Bonus payout
- 80 - 89% underwritten = 16% Bonus payout
- 70 - 79% underwritten = 12% Bonus payout
- 60 - 69% underwritten = 8% Bonus payout
- 59% and lower = No bonus payout

*Production will be counted at 100% of paid annualized first-year premium. Underwritten percentage will be calculated based on application count, all underwriting types, and business issued and paid during the qualification period.*

Applications must be issued and paid between March 1, 2021 and August 31, 2021. Medicare Supplement production will be counted at 100% of paid annualized first-year premium. Disability Income policies and controlled business (immediate family members or internal replacements) do not qualify for the bonus payment. Bonus payment will be made to the writing agent only. Agents must be in good standing with Amerigo at the time of payout. Payouts will be made within a month of the end of the qualification period. Amerigo, at its sole discretion, reserves the right to modify, change, or cancel this promotion at any time. Policies are underwritten by Amerigo Financial Life and Annuity Insurance Company, Kansas City, MO, and may vary in accordance with state laws.