

# MED SUPP BROKER BONUS PROGRAM

## Six-Month Opportunity

You will receive a cash bonus when you sell our Medicare supplement product in the following states from January 1 – June 30, 2022.

- Alabama
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Illinois
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Michigan
- Minnesota
- Mississippi
- Missouri
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- South Dakota
- Tennessee
- Texas
- Utah
- Virginia
- West Virginia
- Wyoming

Plus | Idaho, Indiana, 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, except in North Carolina)
- \$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.

continued on next page

### For policies issued January 1 - June 30, 2022

Policy Effective Date	Payment Period
January 2022	Early March 2022
Continues like this through	
June 2022	August 2022

## 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.

## Broker Bonus for Idaho, Indiana, 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 (percent and availability varies by state)
- No policy fee
- 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)
- Enhanced automated underwriting for Med supp e-Applications