

What's New

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Support



## Earn More with the Expanded Humana Individual Dental Bonus

Humana's dental plans can be enrolled anytime of the year! Adding dental benefits to your client's health plan may support oral health and well-being, customer satisfaction, client retention, and lead to additional customer referrals.

We want to take a moment to thank you for your continued hard work. Humana knows that your success is our success. We're showing our appreciation with a bonus.

Earn more this year when you sell more eligible individual dental policies between **February 1, 2022** and **June 30, 2022**. Our brand-new tiered bonus structure allows you to make more the more you sell. Sell 5 dental plans and earn \$100. Sell 5 more plans and you get an additional \$125 for a total of \$225. You have the potential to earn up to a total of \$750.

Number of Sales	Total Earnings
Sell 5	\$100
Sell 10	\$225
Sell 15	\$375
Sell 20	\$550
Sell 25	\$750



## Don't forget about your dental and vision resources!

For any additional resources such as videos and the Humana Agent Dental Playbook, [visit Ignite](#). You can also refer to the [Individual Specialty Agent Plan Grid](#) to view the dental plans available in your area. Additionally, learn more about how to submit an enrollment thru Enrollment HUB using this [Job Aid](#).

### Terms and Conditions:

A minimum of FIVE New Eligible Policies must be submitted between 2/1/2022 and 6/30/2022 in order to receive compensation under the Individual Dental Specialty Bonus ("Bonus Program"). This is a tiered bonus program where every five Individual Dental sales moves the agent up to the next tier. There is a cap at the fifth tier with 25 sales earning the agent a bonus of \$750. Payment under the Bonus Program will be made on or before 9/30/2022. Bonus amounts are not cumulative. One-time payment based on policies written during bonus period, and will be paid out at the highest level earned.

For purposes of the Bonus Program:

The Company means the Humana Inc. or its subsidiary which offers or insures the New Eligible Policy.

Eligible Agents are agents who are, licensed, and appointed with the Company at the time the New Eligible Policy is submitted to and accepted by the Company. Humana associates, including Humana career agents whether employees or contractors, are not eligible.

New Eligible Policies are Dental Products that a) are listed in the 2022 Individual Medicare, Medicare Supplement, Dental and Vision Products Producer Partnership Plan, excluding Smart Choice, Dental Savings Discount Plan, Medicare Advantage Optional Supplemental Benefit (OSB), Vision products; and b) submitted to and accepted by the Company between 2/1/2022 and 6/30/2022; and c) are in effect for at least 60 consecutive days.

New Eligible Policies do not include: a) any policy written to provide coverage for the agent; b) any policy change, renewal or modification(s) (i.e. all New Eligible Policies must result in the issuance of a new policy to a person that is not current a policyholder of the same product type (Dental) issued by the Company); c) any policy issued to persons who would otherwise be eligible to be dependents on another insured's policy (e.g., two separate policies on married spouses instead of one policy with primary and spouse); d) any policy that is not an individual policy; e) any policy for which the application is not submitted to and accepted by the Company between 2/1/2022 and 6/30/2022; and f) any policy issued for Smart Choice Dental, Dental Savings Discount Plan, Medicare Advantage Optional Supplemental Benefit (OSB), Vision.

General Provisions: 1) Individual agents or agencies may be obligated to disclose compensation to clients. Because state laws vary, agents should be aware of and comply with applicable state compensation disclosure requirements. Humana is not responsible for providing legal advice to agents. If an agent has a question or concern regarding his/her state's compensation disclosure law, he/she should consult a legal advisor. 2) Reporting of compensation from the Bonus Program and tax implications are the responsibility of the Producer and Eligible Agents. 3) Except where specifically modified, all rules and provisions of the Humana Producer Contract are in full force and effect. 4) The Company or its affiliate may modify or terminate the Bonus Program at any time without notice. 5) The Company or its affiliate will be the final arbiter of any issues related to the Bonus Program. 6) Producer must remain in the External Partner channel for the duration of the Bonus Program and maintain an active Humana Producer Contract. 7) Payout is based on total New Eligible Policies for the total length of the Bonus Program. 8) New Eligible Policies will be counted towards the goal and payment calculation based on the date the Company records the sale. 9) The Company or its affiliate may audit or adjust any payment made under the Bonus Program. 10) In consideration for accepting the terms of the bonus program, you agree to distribute to the agent any amounts payable to the agent. 11) The Company or its affiliate reserves the right to recover any and all overpayments as outlined in the Humana Producer Contract.



**Humana**