

MED SUPP BROKER BONUS PROGRAM

Enhanced Bonus Opportunity

You will receive a cash bonus when you sell our Medicare supplement product in the following states from September 1 - December 31, 2023.

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

Plus | Idaho, Indiana, Montana, Nevada, Oregon, 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

- \$250 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 is effective. Policy effective date means the date in which the policy is in force.
- Policy issue date is the underwriting disposition date.

continued on next page

Payment Example

| Policy Effective Date | Payment Period |
|-----------------------|---------------------|
| October 2023 | Early December 2023 |
| November 2023 | Early January 2024 |

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, Nevada, Oregon, South Carolina and Wisconsin

Timeframe, Eligibility, Qualifying Business and Payment Schedule are the same as previously mentioned.

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 (NM39 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