



GET MORE FOR YOUR MED SUPP SALES

MED SUPP
AGENT
Bonus

Agent Eligibility

The original writing Agent and Agent of Record on the policy – Agents, General Agents, Licensed Only Agents (LOAs) and Single LOA Agencies.

Bonus Period

Calendar month; each production month stands on its own.

How It Works

Monthly Minimum – 5 Med Supp Eligible Sales

Agents earn a bonus based on their prior month's production after meeting the minimum of 5 Med Supp eligible sales. Bonuses are payable the month following the production month on the commission statement and directly deposited to the Agent's bank account. LOA earned bonus paid to immediate upline.

Bonus – Per Med Supp Eligible Issued Policy

\$200 for every Underwritten policy sold*

\$150 for every Open Enrollment Innovative Plan G policy sold*

\$50 for every Open Enrollment policy sold (other plans)*

**Paid on
First
Policy Sale!**
(after minimum 5 met)

Exclusions and Eligible Production

- Medicare Supplement issued sales only.
- Medicare Supplement business exclusions: High Deductible, Internal Replacements, Guarantee Issue (including Birthday and Anniversary Rule) and Underage sales.
- Individual's personal Med Supp production only; the individual's downline sales does not count.
- Sales are net issued.
- Split app percentages are summed for a total. No rounding.

*State Specials

Indiana and Wisconsin – All Plan types pay \$50 per sale. Internal Replacements pays \$0 per sale.

South Carolina – Innovative Plan G pays \$150 per sale. Plans A, F and G pay \$50 per sale. High Deductible Plan G and Internal Replacements pay \$0 per sale.

For agent recruiting purposes only. Products and features vary by state. Please see State Summary for product details.

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