

# Build your business and earn more selling Humana Med Supp!



## SOLID COVERAGE AND COMPETITIVE RATES

Hefty bonuses give you plenty of earning power.

Use Humana's FastApp voice or e-signature to engage your prospects online and submit applications faster!

## BONUSES PAID ON POLICIES WITH JUNE 1 – SEPTEMBER 1, 2020 EFFECTIVE DATES

**Earn bonuses on electronically issued OEP and UW apps as follows:**



**\$50 bonus**—per plan!—when you sell a minimum of 5 underwritten sales.\*



**\$100 bonus**—per plan!—when you sell at least 10 underwritten plans.\*



**PLUS**—earn an **additional \$50** for every Med Supp plan you sell to a current Humana PDP member! No Minimum!

Humana Achieve plans not eligible toward or for bonus.\*

## Great coverage, competitive premiums—and extra services

Humana Med Supp plans are priced right and offer extras like SilverSneakers®, vision discounts with EyeMed and more! Build your book and your income starting today!



Two years in a row!

## SO GET SELLING—AND GET EARNING YOUR BONUS BUCKS

# Humana®

\*MIPPA, Value, and Healthy Living plans only. Humana Achieve sales not eligible toward bonus. Not available in Washington state. GI sales qualify for bonuses only in Colorado, Florida, Indiana, Oregon, South Carolina, Tennessee, Vermont and Wisconsin. Bonus paid on UW and OE sales in all other states. Does not include disability U65 sales.

\*Humana Achieve sales not eligible toward bonus.

FMOs and direct independent agents only. For Agent Use Only. Not For Distribution.

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## Terms and Conditions:

Payment under the Bonus Program will be made in November 2020.

For purposes of the Bonus Program:

- The Company means Humana Inc. or its subsidiaries which offers or insures the New Eligible Policy.
- Eligible Producers and Agents are producers and agents who are contracted with, licensed and appointed with the Company at the time the New Eligible Policy is submitted to and approved by the Company. FMOs and their agents selling Humana Achieve Medicare Supplement plans are not Eligible Agents or Producers. Humana associates, including Humana career and telesales agents whether employees or contractors are ineligible and are not Eligible Agents.
- New Eligible Policies are Med Supp Products that a) are 2020 Humana Core Med Supp plans (MIPPA, Value or Humana Healthy Living Plans only) ; b) electronic applications submitted, approved and with an effective date between June 1, 2020 – September 1, 2020; 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) (all New Eligible Policies must result in the issuance of a new policy to a person that is not currently a policyholder of a Med Supp policy issued by the Company); c) any policy for which the application is not submitted to and approved by the Company, with an effective date between June 1, 2020 – September 1, 2020; d) any policies issued in Washington state; e) any Humana Achieve Medicare Supplement plans or (f) any paper application.

General Provisions: 1) Under applicable law, Producer and Eligible Agents may be required to disclose to the insured or applicant their compensation including base commission, bonuses, incentives, or other forms of remuneration for which the Producer and Eligible Agents are eligible for the sale or renewal of insurance products. 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) Eligible Agent must remain in the FMO or Direct Independent Agent 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) The Company or its affiliate reserves the right to recover any and all overpayments as outlined in the Humana Producer Contract. 11) Participation is based on meeting the required production levels. 12) Producer and Eligible agents must be in compliance with all company and state marketing rules and regulations and be in good standing with Humana and its legal entities at the time payment is made. 13) In consideration for accepting the terms of the Bonus Program, Producer agrees to distribute to the Eligible Agent(s) any amounts payable to the Eligible Agent(s).

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