



12.5% CASH BONUS

on Medicare Supplement Business

Earn Even More on Your Plan N Business

Produce at least \$30,000 of annualized Medicare Supplement premium between September 1, 2021, and February 28, 2022. First premium payment for each qualifying policy must be applied during the qualification period and 70% of applications must be underwritten. Bonus payments will be based on the following:

\$30,000 and above =

15% Bonus payout on Plan N

15% Bonus payout on all Plans in MN

12.5% Bonus payout on all other Plans

Americo and Great Southern Life Med Sup production can be combined. Disability and Guaranteed Issue policies are excluded. Medicare Supplement production will be counted at 100% of paid annualized first-year premium. Bonus payments will be made in December and March during the qualification period.

TURN YOUR BUSINESS INTO HOLIDAY CASH

Meet the UFirst Rewards requirements by November 30, 2021, and receive a bonus check in December! Make even more money by continuing to write business and get an additional bonus check on any new qualifying business in March 2022.

TOP 5 BONUS

We will be recognizing our Top 5 Med Sup UFirst qualifiers each qualification period with an additional bonus:

1st Place = \$5,000 Bonus

2nd Place = \$4,000 Bonus

3rd Place = \$3,000 Bonus

4th Place = \$2,000 Bonus

5th Place = \$1,000 Bonus

Applications must be paid between September 1, 2021, through February 28, 2022. Guaranteed Issue and Disability policies and controlled business (immediate family members or internal replacements) do not qualify for the bonus payment. Missouri business is excluded, due to a Missouri-specific UFirst Rewards bonus program. Medicare Supplement Call Centers are excluded from this contest. Bonus payment will be made to the writing agent only. Agents must be in good standing with Americo at the time of payout. Americo, at its sole discretion, reserves the right to modify, change, or cancel this promotion at any time. Americo is the brand name for insurance products issued by the subsidiary insurance companies Americo Financial Life and Annuity Insurance Company (AFL) and Great Southern Life Insurance Company (GSL). Policies are underwritten by AFL and/or GSL, Kansas City, MO, and may vary in accordance with state laws.



Americo's Agent Incentive Program for Medicare Supplement in Missouri

Qualification Period

September 1, 2021 through February 28, 2022. First premium payment for each qualifying policy must be applied during the qualification period.

Bonus Payout

Bonus payout will be based on the underwritten business percentage during the qualification period. Payouts will be based on the following:

- 90% underwritten and above = 20% Bonus payout
- 80 - 89% underwritten = 16% Bonus payout
- 70 - 79% underwritten = 12% Bonus payout
- 60 - 69% underwritten = 8% Bonus payout
- 59% and lower = No bonus payout

Production will be counted at 100% of paid annualized first-year premium. Underwritten percentage will be calculated based on application count, all underwriting types, and business issued and paid during the qualification period.

Applications must be issued and paid between September 1, 2021 and February 28, 2022. Medicare Supplement production will be counted at 100% of paid annualized first-year premium. Disability Income policies and controlled business (immediate family members or internal replacements) do not qualify for the bonus payment. Bonus payment will be made to the writing agent only. Agents must be in good standing with Amerigo at the time of payout. Payouts will be made within a month of the end of the qualification period. Amerigo, at its sole discretion, reserves the right to modify, change or cancel this promotion at any time. Policies are underwritten by Amerigo Financial Life and Annuity Insurance Company, Kansas City, MO, and may vary in accordance with state laws.