

Build your business and earn more in the new year selling Humana Med Supp!

Solid coverage and competitive rates

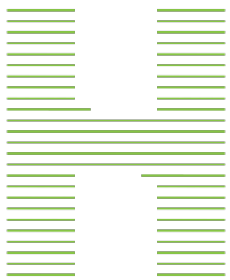
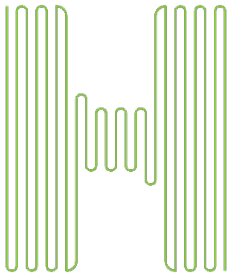
Hefty bonuses give you plenty of earning power.

Use Humana’s online FastApp voice or e-signature to submit applications faster!

Jan. 1, 2022–March 1, 2022 effective dates

Earn on your first sale:

\$100 bonus—per eligible app – OEP, UW and GI*!



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!

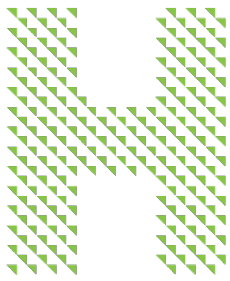
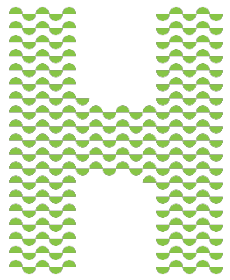
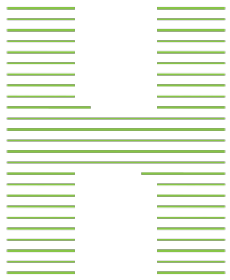
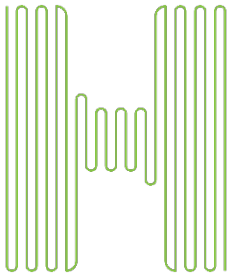
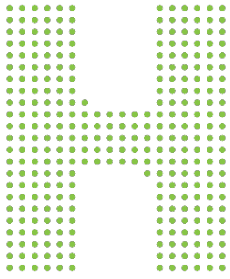
So get selling—and get earning your bonus bucks

*MIPPA, Value, and Healthy Living plans only. Bonus does not apply to Humana Achieve Medicare Supplement plans. Not available in Washington state. Eligible apps include Open Enrollment Period (OEP), Guaranteed Issue (GI), and Underwritten (UW) applications in the following states only: Colorado, Connecticut, Florida, Indiana, Maryland, Massachusetts, Montana, New York, Oregon, South Carolina, Tennessee, Vermont, and Wisconsin. In the following states, bonuses will only pay on OEP and UW (no GI): Arkansas, Arizona, Delaware, Kansas, Kentucky, Maine, Missouri, Ohio and Utah.

** Connecticut, Kansas, and New York do not allow Extra Services to be discussed at time of sale.

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





Terms and Conditions: Qualification is evaluated by calendar month and will be paid according to each individual month. 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. 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 Humana Core Med Supp plans (MIPPA, Value or Humana Healthy Living Plans only). Open Enrollment Period (OEP) and Underwritten (UW) applications only in the following states: Alabama, Alaska, Hawaii, Idaho, Minnesota, Nevada, New Hampshire, New Mexico, North Dakota, Oklahoma, Rhode Island, South Dakota, Virginia, West Virginia and Wyoming; b) applications submitted, approved and with an effective date between Jan. 1, 2022–March 1, 2022; c) are in effect for at least 60 consecutive days and d) policies are still in effect at the time of payout. • 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 Jan. 1, 2022–March 1, 2022; d) any policies issued in Washington state; e) any Humana Achieve Medicare Supplement plans; f) any new eligible policy that has been terminated by time of payout

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) 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). For Agent Use Only. Not For Distribution.