

BROKER BONUS PROGRAM

Contest Period: February 1, 2018 – March 31, 2018

Contest States: (22)

Alabama	Mississippi	Ohio	Tennessee
Arizona	Nevada	Oklahoma	Texas
Florida	New Hampshire	Pennsylvania	Utah
Georgia	New Jersey	South Carolina	Virginia
Illinois	New Mexico	South Dakota	Wisconsin
Indiana	North Carolina		

Qualifying Business

- Minimum of five Medicare supplement or SELECT policies issued in a month
- Policies that count toward the minimum:
 - ✓ Any state
 - ✓ Any Plan offered
 - ✓ Any type (Underwritten, Open Enrollment, Guaranteed Issue)

Payment

- Only on Plans F, G and N in all states above except Wisconsin. (*In Wisconsin- Policy WM28 with any combination of riders*)
- \$200 cash per issued underwritten policy (includes internal and affiliate conversions)
- \$50 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)
- 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 takes effect. Payment schedule below.

Policy Effective	Payment Occurs <i>(For policies still in force)</i>
February 1, 2018 – February 28, 2018	April 2018
March 1, 2018 – March 31, 2018	May 2018
April 1, 2018 – April 30, 2018	June 2018
May 1, 2018 – May 31, 2018	July 2018
June 1, 2018 – June 30, 2018	August 2018
July 1, 2018 – July 31, 2018	September 2018
August 1, 2018 – August 31, 2018	October 2018
September 1, 2018 – September 30, 2018	November 2018

Miscellaneous

- Mutual of Omaha reserves the right to change, limit or cancel any program, rule or award at any time
- Producer must be contracted and actively representing Mutual of Omaha Insurance Company or its affiliate at the time of the award
- Producer 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 the producer as taxable income on IRS Form 1099
- Special Agents' cash awards are allocated to their agency