

GET READY FOR
TAKE OFF ON
1/1/2021!

WE'RE FIRING
UP THIS MED
SUPP INCENTIVE
AGAIN!

EARN UP TO
\$300
PER APP!



it's time to reach new heights with new era's 2021 OUT OF THIS WORLD NEW BUSINESS CASH BONUS!

Submission Period:
January 1, 2021 to
March 31, 2021

Payout Date:
April 30, 2021

Qualifying Period: Policies submitted between
1/1/2021 - 3/31/2021 must remain inforce and be
issued and paid for by 4/16/2021.

*Are you submitting a policy with an effective and draft date after
4/16/2021? Policies submitted during 1/1/2021-3/31/2021 that are
paid for after 4/16/2021 may receive a bonus at a later payout
date to be determined assuming that the policy remains inforce
at the time of the later payout.*

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LEVEL THREE
Submit 21+
qualifying
applications
& receive these
amounts for each
qualifying app!

Underwritten Plans F ^{HD} & G ^{HD}	Underwritten Plans C, F & G	Underwritten Plans N & M	Open Enrollment Plans F ^{HD} & G ^{HD}
\$300	\$275	\$250	\$200

\$\$
LEVEL TWO
Submit 11-20
qualifying
applications
& receive these
amounts for each
qualifying app!

Underwritten Plans F ^{HD} & G ^{HD}	Underwritten Plans C, F & G	Underwritten Plans N & M	Open Enrollment Plans F ^{HD} & G ^{HD}
\$250	\$225	\$200	\$150

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LEVEL ONE
Submit 1-10
qualifying
applications
& receive these
amounts for each
qualifying app!

Underwritten Plans F ^{HD} & G ^{HD}	Underwritten Plans C, F & G	Underwritten Plans N & M	Open Enrollment Plans F ^{HD} & G ^{HD}
\$200	\$175	\$150	\$100

*Excludes Florida Medicare Supplement applications. The policy count toward any level starts at 0 on 1/1/2021 12 A.M..
Any policy count from the previous Out of This World Cash Incentive (Submission period of 9/1/2020 - 12/31/2020) will not
carry over to this incentive submission period of 1/1/2021 - 3/31/2021.*

QUALITY OF BUSINESS CASH REWARD!

Starting 9/1/2020, all Medicare Supplement plans will be considered for an additional Quality of Business cash bonus! This bonus will be dependent on agent's persistency, loss ratio and production. More details on this incentive are to come!

PRODUCER BONUS EXAMPLES

Assume producer Tom reaches **LEVEL THREE** by submitting **21 QUALIFYING APPLICATIONS**.

LEVEL THREE	Underwritten Plan F ^{HD}	Underwritten Plan C	Underwritten Plan N	Open Enrollment Plan G ^{HD}
	7 X \$300	7 X \$275	5 X \$250	2 X \$200
	\$2,100	\$1,925	\$1,250	\$400
TOTAL BONUS EARNINGS				\$5,675

Assume producer Sandy reaches **LEVEL TWO** by submitting **14 QUALIFYING APPLICATIONS**.

LEVEL TWO	Underwritten Plan F ^{HD}	Underwritten Plan C	Underwritten Plan N	Open Enrollment Plan G ^{HD}
	4 X \$250	7 X \$225	2 X \$200	1 X \$150
	\$1,000	\$1,575	\$400	\$150
TOTAL BONUS EARNINGS				\$3,125

Assume producer Bill reaches **LEVEL ONE** by submitting **10 QUALIFYING APPLICATIONS**.

LEVEL ONE	Underwritten Plan F ^{HD}	Underwritten Plan C	Underwritten Plan N	Open Enrollment Plan G ^{HD}
	4 X \$200	3 X \$175	2 X \$150	1 X \$100
	\$800	\$525	\$300	\$100
TOTAL BONUS EARNINGS				\$1,725

FMO Bonus

FMO's will earn 5% of their downline's total bonus earnings.

FMO BONUS EXAMPLE

Assume that the three producers in the examples above are in FMO AI's hierarchy. FMO AI would earn the following:

Producer	Downline's Earnings	FMO's Earnings	TOTAL FMO EARNINGS \$526.25
Tom	\$5,675	\$283.75	
Sandy	\$3,125	\$156.25	
Bill	\$1,725	\$86.25	

No conversion business, new business only. Policies must be received between the Submission Period of 1/1/2021 to 3/31/2021. Policies must be issued and paid for by 4/16/2020. Policies must remain in force throughout the entire Qualification Period of 1/1/2021 to 4/16/2021. Producers and FMOs must be in good standing with New Era Life Insurance Company, New Era Life Insurance Company of the Midwest, and Philadelphia American Life Insurance Company (collectively "The Company") at the conclusion of the Qualifying Period. The Company reserves the right to withhold a payout if persistency, loss ratios and production do not meet an acceptable level. The Company, at its sole discretion, reserves the right to modify or change any of the qualifications or offerings at any time. The decision of The Company on any interpretation of these rules shall be final and conclusive.