

## Soaring to New Sales Incentive

For AARP® Medicare Supplement Insurance Plans,  
Insured by UnitedHealthcare® Insurance Company

**Earn up to \$150 per eligible application today!**

Earn extra cash from UnitedHealthcare on commission-eligible, accepted and paid applications for AARP Medicare Supplement Insurance Plans! Plus, earn additional \$25 per online eligible application via LEAN™ for AARP Medicare Supplement Plans. All you need are 3 eligible applications to start earning more today!

### ELIGIBLE AARP MEDICARE SUPPLEMENT PLAN APPLICATIONS

Eligible applications must be for August 2019 through October 2019 plan effective dates, with applicant signature dates starting June 14, 2019, through October 1, 2019. Applicants must reside in the below states.

Incentive is for commission-eligible, accepted and paid applications for AARP Medicare Supplement Plans F and G for ages 65+ that are within their Medicare supplement Open Enrollment period<sup>1</sup> or underwritten.<sup>2</sup> (For those states designated below with an asterisk, Guaranteed Issue applications are also included.)

To qualify for the incentive and receive a payout, you must submit a minimum of 3 eligible applications in any combination of the states shown below.

### INCENTIVE PAYOUT

States	Plans	# of Applications	Online Applications submitted via <b>LEAN</b>	Paper Applications
AR, AL, AZ, CA, FL*, GA, MD, MI, MO*, NC, NE, NH, NJ, PA, SC*, TX	F and G	3+	<b>\$150/application</b>	<b>\$125/application</b>
DE, OK, OR*	F and G	3+	<b>\$125/application</b>	<b>\$100/application</b>

<sup>1</sup> The California annual one-month birthday Open Enrollment Period applications are eligible for the Soaring to New Sales Incentive.

<sup>2</sup> Individuals/applicants not eligible for open enrollment or guaranteed issue are “underwritten”.

Payout calculations and incentive payment will occur early November 2019 via your usual commission payment process. Applications must be accepted and commissioned prior to November 8, 2019. This means that any outstanding pending applications that become accepted on or after November 8, 2019, will not count toward the incentive.

Enrollment applications for current AARP Medicare Supplement Insurance Plan members switching from one AARP Medicare Supplement Insurance Plan to another are not eligible for this incentive. Employer Group Broker Sales, including Agent-referred group sales, are also not eligible for this incentive.

**HERE’S AN EXAMPLE OF HOW THE INCENTIVE WORKS**

Agent George submitted 12 commission-eligible age 65+, accepted and paid AARP Medicare Supplement Plan applications for enrollment in plans F and G with plan effective dates of August through September 1, 2019. Applicants resided in CA and AZ. He submitted all 12 applications via LEAN for AARP Medicare Supplement Plans, which qualifies him for the higher payout amount. 10 applications are within their Medicare supplement Open Enrollment period or underwritten and 2 are Guaranteed Issue.

Here is what his payout would be:

Number of Applications	Payout amount	Total
12 online applications (met 3 application threshold) – 2 Guaranteed Issue <b>= 10 eligible applications</b>	\$150 per online application	\$1,500
<b>Total Incentive Payment</b>		<b>\$1,500</b>

**NOTE:** Incentive payout is payable for the first 3 applications submitted as long as 3 or more are submitted.

**AGENT PARTICIPATION**

Active EDC and ICA writing agents (including solicitor agents), licensed, appointed and certified with UnitedHealthcare to offer AARP Medicare Supplement plans in the states defined above are eligible for the incentive program. ISR and telesales agents are not eligible for the incentive. Up-line payments do not apply. Incentive payments for Solicitor agent applications are payable to the Solicitor agent’s up-line.

Agents who participate must comply with CMS, state and UnitedHealthcare requirements.

Incentive payments will be made in accordance with applicable state rules.

UnitedHealthcare reserves the right to end or modify the Soaring to New Sales Incentive at any time without notice. UnitedHealthcare will determine qualification of applications and application counts for this incentive program. All decisions are final.

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