

January 15, 2018

Med Supp Broker Bonus

It just keeps coming! The Broker Bonus programs that were scheduled to end January 31, 2018 have been extended through March 31, 2018 in the following states:

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

In addition, the states below have been added to the extended program that runs from February 1, 2018 – March 31, 2018.

Illinois	Indiana	Oklahoma
----------	---------	----------

THE BIG CHANGE:

For the extended dates of the program only, any Medicare supplement or SELECT policies, that's right –any state – any Plan – any type, issued between February 1, 2018 – March 31, 2018 will COUNT toward the five issued policies per month minimum needed to qualify for payment.

Payment:

- \$200 per issued underwritten policy (includes internal and affiliate conversions)
- \$50 per issued policy for Open Enrollment business (excludes internal and affiliate conversions)
- Pays only on issued policies in the 22 states listed above
- Pays only on Plans F, G and N issued in the states above except Wisconsin (*In Wisconsin- pays on issued WM28 policies*)
- 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

Payments will occur as follows provided the policy is still in effect at the time of payment.

Policy Effective in	Payment Occurs (For policies still in force)
February 2018	April 2018
March 2018	May 2019
April 2018	June 2018

May 2018	July 2018
June 2018	August 2018
July 2018	September 2018
August 2018	October 2018
September 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

If you have questions, please call Sales Support at (800) 693-6083.

mutualofomaha.com

Copyright © 2018 Mutual of Omaha Insurance Company. All rights reserved.
For producer use only. Not intended for use with the general public.