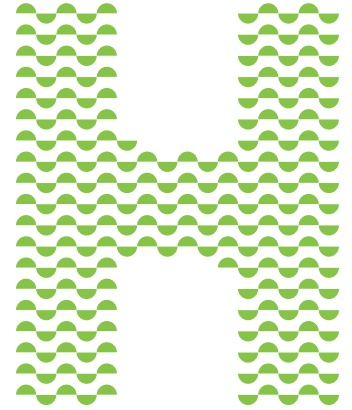


# Spring ahead of your competition. Earn more selling Humana Medicare Supplement plans.



## EARN BONUSES FOR SALES SUBMITTED AND APPROVED **April, May, and June 2023**

**\$300 bonus—per each eligible UW app!**

**\$100 bonus—per eligible OEP app!**

Applicable states: AK, AL, CA, DC, GA, HI, IA, IL, LA, MI, MN, MS, NC, ND, NE, NH, NJ, NM, NV, OK, PA, RI, SD, TX, VA, WV, and WY.

**\$100 for each eligible Humana Med Supp OEP and UW app**

Applicable states: AR, AZ, CO, CT, DE, FL, ID, IN, KS, KY, MA, ME, MD, MN, MO, MT, NY, OH, OR, SC, TN, UT, VT, and WI.

Bonus not available for policies sold in WA state. Includes Humana Core products (MIPPA, Value, Healthy Living). Does not include Humana Achieve Medicare Supplement plans.

Guaranteed Issue and U65 Disability sales will be paid according to individual state requirements. Applications for F(HD) and G(HD) plans in all states are not eligible for a Bonus.

**FMOs and direct independent agents only. Call Center agents not eligible.**

**For Agent Use Only. Not For Distribution.**

# Humana<sup>®</sup>

Terms and Conditions: Payment under the Bonus Program will be made in July 2023. 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 Medicare Supplement Products that a) are Humana Core Medicare Supplement plans (MIPPA, Value or Humana Healthy Living Plans only); b) applications submitted and approved in April, May, and June 2023; 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 Medicare Supplement policy issued by the Company); c) any policy for which the application is not submitted to and approved by the Company in April, May, and June 2023; 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; g) any policies issued for F(HD) and G(HD) plans; h) Guaranteed Issue and U65 Disability sales will be paid according to individual state regulations.

General Provisions: 1. Under applicable law, Eligible Agents may be required to disclose to the insured or applicant their compensation including base commission, bonuses, incentives, or other forms of remuneration for which the Eligible Agents are eligible for the sale or renewal of insurance products. 2. Reporting of compensation from the Bonus Program and tax implications are the responsibility of the Eligible Agents. 3. The Company or its affiliate will be the final arbiter of any issues relate to the Bonus Program. 4. The Company or its affiliate may modify or terminate the bonus at any time without notice. 5. New Eligible Policies will be counted towards the goal and payment calculation based on the date the Company records the sale and effective date. 6. The Company or its affiliate may audit or adjust any payment made under the Bonus Program. 7. The Company or its affiliate reserves the right to recover any and all overpayments. 8. Participation is based on meeting the required production levels. 9. 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.

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