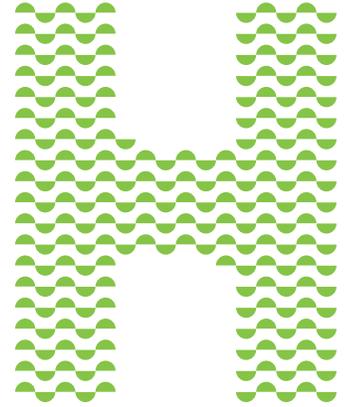


## HUMANA MEDICARE SUPPLEMENT PLANS

# Earn up to a \$300 bonus selling Humana Medicare Supplement plans!



**START EARNING WITH YOUR FIRST APPROVED APP!**



**EARN BONUSES FOR APPLICATIONS SUBMITTED AND APPROVED  
October, November, and December 2023**

**Qualify with just one issued case!**

**\$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, 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, MD, ME, MN, MO, MT, NY, OH, OR, SC, TN, UT, VT, and WI.

Bonus not available for policies sold in WA state. Includes Humana Medicare Supplement Plans and Humana Value Medicare Supplement Plans. 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 are not eligible for a Bonus. Humana has the exclusive right to change the qualifications and/or rules for this program at any time, including cancellation. All decisions by Humana regarding program and/or its cancellation are final.

**\*Open Enrollment Applications** - Applications submitted during the 6-month period that starts the first month the applicant is covered under Medicare Part B and age 65 or older. Open Enrollment applications for those under age 65 will be paid based on individual state commission requirements.

**FMOs and direct independent agents only.**

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

# Humana<sup>®</sup>

Terms and Conditions: Payment under the Bonus Program will be made in January 2024. 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 application 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 a) Humana Medicare Supplement Plans and Humana Value Medicare Supplement Plans; b) applications submitted and approved in October, November, and December; c) are policies in effect for at least 60 consecutive days and 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 October, November, and December 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 a high deductible plan. Guaranteed Issue and U65 Disability applications will be paid according to individual state commission guidelines.

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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