

New-to-Medicare Sales Can Make Your Earnings Sizzle!



Program Overview

The New-to-Medicare Application Bonus is a new sales program for submitted and accepted applications for individuals age 65 and over (who are newly enrolled in Part B) for AARP Medicare Supplement Insurance Plans, insured by UnitedHealthcare Insurance Company* with plan effective dates of August 1, September 1 and October 1, 2016, in the following states: **AZ, CA, FL, MI, NJ, OH, PA, SC, TN and WA.****

Agent Participation

Active **ICA, FMO, IMO and NMA agents** licensed, appointed and certified with UnitedHealthcare to offer AARP Medicare Supplement plans in the participating states are eligible for the bonus program.

Bonus Thresholds

Keep in mind, the more qualifying plans you sell, the greater your bonus potential. Payment levels increase based on the number of applications you submit!

		All Plans except A, K or L	Plans A, K or L
Submit 5-9 Accepted Applications	➔	Receive a one-time \$250 bonus!	Receive a one-time \$125 bonus!
Submit 10-14 Accepted Applications	➔	Receive a one-time \$750 bonus!	Receive a one-time \$500 bonus!
Submit 15-19 Accepted Applications	➔	Receive a one-time \$1500 bonus!	Receive a one-time \$750 bonus!
Submit 20-24 Accepted Applications	➔	Receive a one-time \$2000 bonus!	Receive a one-time \$1000 bonus!
Submit 25-29 Accepted Applications	➔	Receive a one-time \$2500 bonus!	Receive a one-time \$1250 bonus!
Submit 30+ Accepted Applications	➔	Receive a one-time \$3000 bonus!	Receive a one-time \$1500 bonus!

Payments

Bonus payments for qualifying sales will be issued in November 2016.

See the Bonus Program Guidelines on the back for more details.

Guidelines:

The New-to-Medicare (NTM) application bonus is for contracted, licensed and appointed agents who are certified and authorized to offer AARP Medicare Supplement Insurance Plans in AZ, CA, FL, MI, NJ, OH, PA, SC, TN and WA .

- The NTM bonus is for active EDC, ICA, IMO and NMA agents, including solicitor agents. eAlliance, ISR, and telesales agents are not eligible for the program.
- Agents who participate in this program must comply with CMS, state and UnitedHealthcare requirements.
- The NTM application bonus is payable to all selling agents. Upline payments do not apply. Solicitor agents will be paid via their upline.
- This program applies to commission-eligible, age 65+ AARP Medicare Supplement Insurance Plans, including AARP Medicare Select Plans, that are active and commissioned as of the measurement date.
- Bonus payments will be made in accordance with state rules.
- Enrollment applications must result in issued and active AARP Medicare Supplement Insurance Plans sales with effective dates of August 1, September 1 or October 1, 2016.
- Enrollment applications must be received by September 30, 2016, to qualify for the NTM bonus.
- Enrollment applications for current AARP Medicare Supplement Insurance Plan members switching from one plan to another are not eligible for this program.
- The measurement date for the NTM bonus is October XX, 2016.
- The Bonus payment is expected to be distributed in November 2016.
- Bonus payment will appear on the adjustments tab of the agent's commission statement as "AARP Medicare Supplement Bonus for Member [#XX]."
- Bonus payment is not part of the standard commission payment schedule.
- Participation in the NTM application bonus does not affect standard commission payments.
- There is no limit on the number of qualifying enrollment applications you can submit for the NTM application bonus.
- Final decisions regarding eligibility for the bonus, as well as qualifying sales, will be made at the sole discretion of the Company. All decisions are final.
- Excludes Annual Birthday Open Enrollment applications.
- Excludes group business.

* Insured by UnitedHealthcare Insurance Company (UnitedHealthcare Insurance Company of New York for New York residents).

** Excludes group business

AARP endorses the AARP Medicare Supplement Plans, insured by UnitedHealthcare Insurance Company.

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