



Sell more.  
Earn more.

Humana's agent bonus  
**Bundling Bonus**

August 1 – December 31, 2019

To thank you for your loyalty to Humana, we want to extend our thanks with a bonus to recognize you for all you're doing. We look forward to continued success!

**Sell a bundle, earn a bundle:**

To earn a bonus, place new specialty lines of coverage with the same employer and initial effective dates of coverage between August 1 and December 31, 2019:

**Groups with 5-99 enrolled employees**

- Place stand-alone specialty lines of coverage, **OR**
- Add specialty lines of coverage to a new or existing Humana group medical customer

**NEW** structure based on **Enrolled** employees

**Earn \$250**  
for Dental + Vision

**Earn \$500**  
for Dental + Vision + Life

[Bonus provisions >](#)



For more information on Humana's commission and bonus offerings, contact your Humana sales executive.

**Provisions below apply to all bonuses described in this flyer:**

To qualify for this bonus, cases must be enrolled electronically using an electronic enrollment vendor, Humana's Launch My Group, or Humana's list enrollment in conjunction with online quoting.

To receive Compensation, Producer must be recognized, by Humana, as Agent of Record. Only Lines of Coverage for which commissions are both (a) being charged to the customer and (b) being paid to the Agent of Record are eligible for Compensation programs. For self-funded cases, commission must be charged to and paid from the plan's administration fee to be eligible for Compensation programs. Humana reserves the right to exclude any Case or Line of Coverage from eligibility for Compensation programs at Humana's sole discretion.

This bonus will be paid to the Agent of Record within 45 calendar days after the end of the initial effective month of all business.

The number of subscribers in the dental line of coverage will be used to determine if the minimum case size requirement has been met.

Placed Humana group dental coverage plus additional specialty lines of coverage must have the same initial effective date of coverage.

Bonus offerings are subject to current product availability by state and all lines of coverage are subject to availability by case size and underwriting approval.

**Specialty Lines of Coverage are:** Group term life (including AD&D), group term supplemental life (including AD&D), group vision (including voluntary vision), and group dental (including voluntary dental).

Under applicable law, agents may be required to disclose to the insured or applicant their compensation including base commissions, bonuses, incentives, or other forms of remuneration for which the agent is eligible for the sale or renewal of insurance products.

The bonus offering(s) in this document are "Promotional Bonuses" as described in the Appendix to the Producer Partnership Plan (PPP). Please refer to the General Policies for Humana's Promotional Bonuses in the Appendix to the PPP for more information.

**Confidential. For Humana agent/agency use only.** This material, including any subpart(s), is not to be used as marketing and is not to be provided to a prospect, an applicant, member, group, or the general public.

