



Sell Humana and get a **BONUS**



If you place a case during
Underwriting Days, you'll also receive:

- **\$250** for a new medical case with 2-50 enrolled employees
- **\$1,500** for a new medical case with 51-99 enrolled employees
- **\$50** per specialty line of coverage

You can earn up to a **\$25,000 bonus**, for placing Humana medical and specialty plans with effective dates of coverage between July 1, 2010 – Jan. 31, 2011. Bonus applies to groups with 2 - 99 eligible employees. Here's how you qualify:

Sell Humana medical and earn:

- > **\$20,000** for placing 20 or more cases
- > **\$10,000** for placing 10 cases
- > **\$3,000** for placing 5 cases

Sell Humana specialty benefits and earn:

- > **\$5,000** for placing 40 or more lines of coverage
- > **\$3,000** for placing 30 lines of coverage
- > **\$2,000** for placing 20 lines of coverage

Humana's suite of specialty benefits products include dental, vision, disability, life, and workplace voluntary benefits. Your clients can save on their rates when they add multiple products.

Call your Humana sales executive for more details.

HUMANA
Guidance when you need it most

On your way to 20, 30 or 40 specialty lines placed, achieve up to seven lines of specialty coverage with a single employer:

- › Workplace Voluntary Benefits
- › Group Term Life
- › Group Term Supplemental or Voluntary Life
- › Group Short Term Disability (where available)
- › Group Long Term Disability (where available)
- › Group Vision Benefits (includes voluntary vision offerings)
- › Group Dental Benefits (includes voluntary dental offerings)

Bonus Rules and Regulations

Humana believes that agents should fully disclose to the insured or applicant the programs under which they are compensated including base commissions, bonuses, incentives or other forms of remuneration for which the agent is eligible for the sale or renewal of insurance products. Humana determines each case's effective date of coverage and eligibility for this promotion. Bonuses will be charged back for qualifying coverages that terminate before their first anniversary. The transfer of an in-force Humana coverage or placement of a renewal does not qualify for the agent for payment under this promotion. An agent of record may earn up to one bonus payment under this promotion. The number of cases and coverages placed during this promotion is measured according to agent of record listed on the employer group application, and production across agents of record will not be combined for the purposes of this promotion. Individual products are excluded from this promotion, except for those issued as part of a Workplace Voluntary Benefit offering. Cases split into subgroups to segment business units or locations are combined as one case to determine eligibility for this promotion. In cases where commissions are split between two or more producers, the case count is prorated according to the commission split percentages. All of the provisions of the Group Producing Agent or Agency Contract and Producer Partnership Plan apply to this bonus promotion. Humana may modify or terminate this promotion at any time without notice. Humana is the final arbiter of any issues related to this promotion. Bonus will be paid by the end of April, 2011.

