

QUALIFY FOR THE 2024 LTC CROWN CLUB

It's the VIP program *exclusively* for our top long-term care producers. So, get ready to be treated like royalty.



LTC CROWN CLUB

Long-Term Care Sales Royalty

If you place among our top 10 long-term care producers in 2023, you'll reign as sales royalty throughout 2024. And here's what that means:

A Trip to Charleston, South Carolina in April 2024

You and your guest will experience a once in a lifetime trip to enchanting Charleston, and you'll do it in the lap of luxury. You'll stay in the award-winning Hotel Bennett in the heart of the city, eat seafood that was in the ocean earlier that day and soak up enough sunshine and Southern hospitality to have you saying "y'all" for months. You don't want to miss it.

Crown Club Membership Perks

As a Crown Club member, you'll enjoy these premium benefits:

- A dedicated concierge team will process your long-term care business
- Your cases will get top priority and overnight delivery upon issue, which means faster service time
- Advanced notice of any company announcements and underwriting guideline changes
- Direct access to Mutual of Omaha leadership and your concierge team
- Quarterly calls with Mutual of Omaha leadership
- Exclusive access to special underwriting quote and case management status lines

How to Become a Crown Club Member

Be one of the top 10 producers with 150,000 incentive credits and a 60% placement rate between January 1, 2023 and December 31, 2023.

Qualification Period: January 1 through December 31, 2023

- LTC business placed between January 1 and December 31, 2023
- All business must be placed (in force) by December 31, 2023 to qualify
- Mutual of Omaha will determine the qualifiers after January 25, 2024

Eligible Products*

- All traditional individual long-term care products underwritten by Mutual of Omaha count toward qualification
- You will earn one (1.2) incentive credit for each \$1 of ANBP

Additional Details

- This incentive is for writing individual long-term care producers only.
- You must be an active writing producer who is actively representing Mutual of Omaha and in good standing with Mutual of Omaha's Regulatory Affairs at the time of the trip.
- Mutual of Omaha reserves the right to change, limit or cancel any program rule or award at any time.
- The cost of the incentive trip will be reported to you as taxable income on IRS Form 1099. Costs include air travel, lodging, gifts and cash or cash spending allowances, if applicable.
- You may not delay incentive travel.

*Business must be placed Annualized New Business Premium (ANBP) on new business minus any ANBP chargebacks resulting from first-year cancellations.

Don't miss your chance to experience the royal treatment as a member of the LTC Crown Club!

