



2016

# Humana Agent Bonus

2-50 size groups • February 1 – July 31, 2016

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 in 2016!

**Here's how you qualify:**

- Place new specialty lines of coverage with the same employer and initial effective dates of coverage between February 1 and July 31, 2016
- The Agent of Record is eligible for this bonus on cases with at least two enrolled and fewer than 51 eligible employees

**Group Medical is part of the new business sale or currently in-force:**

With group medical added to a new or existing Humana customer	Bonus amount
Medical only	\$0
Medical + One Specialty Line of Coverage	\$500
Medical + Two Specialty Lines of Coverage	\$750
Medical + Three or more Specialty Lines of Coverage	\$1,000

**Group Medical is NOT part of the new business sale or currently in-force:**

Without group medical added to a new or existing Humana customer	Bonus amount
Dental only	\$100
Dental + One Specialty Line of Coverage	\$250
Dental + Two Specialty Lines of Coverage	\$500
Dental + Three or more Specialty Lines of Coverage	\$750

[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:

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.

Bonus offerings are subject to current product availability by state.

**Specialty Lines of Coverage are:** Workplace voluntary benefits, group term life (including AD&D), group term supplemental life (including AD&D), group disability, group vision (including voluntary vision), and group dental (including voluntary dental). Group short-term and/or long-term disability are considered one Specialty Line of Coverage for purposes of this promotion. Two or more workplace voluntary benefits products sold to the same group are considered one Specialty Line of Coverage for purposes of this promotion.

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.

