



2016

Humana Agent Bonus

51+ 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!

Sell Humana group coverage to **51+ size groups** with initial effective dates of coverage from February 1 through July 31, 2016 and you'll have three ways to earn a bonus:

- 1** **\$1,500 for each employer** when you sell Humana group medical (see additional qualifications on the next page)
- 2** **\$1,000 for each employer** when you sell Humana group dental PLUS an additional Humana specialty line of coverage – including stand-alone HumanaVitality®
- 3** **\$1,500 for each employer** when a group medical case sold is Humana Total Health* or Private Exchange

Bonus earnings potential:



[Bonus details >](#)



1

Sell Humana group medical coverage

\$1,500 for each employer with 51 or more eligible employees. Here's how you qualify:

- Arrange for your Humana sales executive to present coverage options to your clients with 51 or more eligible employees, **AND**
- Place Humana group medical coverage with the same group the Humana sales executive presented coverage options, with an initial effective date of coverage from February 1 through July 31, 2016
- You must allow a Humana sales executive to meet with the prospective client prior to the sale in order to qualify for a bonus payment

2

Sell Humana group dental coverage

\$1,000 for each employer with 51 or more eligible employees. Here's how you qualify:

- Place Humana group dental coverage for which you are the agent of record **PLUS** an additional Humana specialty line of coverage (including stand-alone HumanaVitality) with the same initial effective date of coverage between February 1 and July 31, 2016.
- All lines of coverage are subject to availability by case size and underwriting approval

3

Sell Humana Total Health or Private Exchange

\$1,500 for each employer with 51 or more eligible employees. Here's how you qualify:

- Place Total Health or Private Exchange coverage with the initial effective date of coverage between February 1 and July 31, 2016 to new Humana groups.
- Private Exchange sale must include group medical
- All lines of coverage are subject to availability by case size and underwriting approval

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:

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), group dental (including voluntary dental), and stand-alone HumanaVitality. 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.

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