



January 1, 2022

We wanted to take a moment to thank you for your continued hard work. Humana knows that your success is our success. We're showing our appreciation with a bonus.

## Subscriber bonus

Earn a bonus when you sell Humana medical plans with 5-99 eligible subscribers:



**Earn \$25  
per subscriber**

**ELIGIBLE GROUPS FOR THIS BONUS:**

- Effective date January 1, 2022
- Fully-insured, non-community rated or Level Funded Premium
- 5-99 enrolled subscribers

For more information on other Humana bonus offerings, visit [huma.na/bonuses](https://huma.na/bonuses) or contact your Humana sales executive.



[Bonus details >](#)



## **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.

Bonus offerings are subject to current product availability by state.

All lines of coverage are subject to availability by case size and underwriting approval.

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.

Only Group plans for which base commissions are being charged to the customer and the Agent of Record is receiving base commissions are considered Eligible Cases.

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.

Individual agents or agencies may be obligated to disclose compensation to clients. Because state laws vary, agents should be aware of and comply with applicable state compensation disclosure requirements. Humana is not responsible for providing legal advice to agents. If an agent has a question or concern regarding his/her state's compensation disclosure law, he/she should consult a legal advisor.

**Confidential and Proprietary Information. For Agent Use Only. Do Not Distribute.**





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## Bundling Bonus

### SELL A BUNDLE EARN A BUNDLE!

To earn a bonus, place new specialty lines of coverage with the same employer and initial effective date of coverage of January 1, 2022. Plus, get an extra \$500 when you add medical coverage.

#### 5+ SIZE GROUPS (at least five enrolled):



STAND-ALONE SPECIALTY	ADD MEDICAL
<b>\$500</b> for dental + vision	+ an additional <b>\$500</b>
<b>\$1,000</b> for dental + vision + life	+ an additional <b>\$500</b>

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[Bonus details >](#)



## **PROVISIONS BELOW APPLY TO ALL BONUSES DESCRIBED IN THIS FLYER:**

This bonus will be paid to the Agent of Record within 60 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.

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**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).

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January 1 – July 1, 2022

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## 100+ Size Medical bonus

**SELL HUMANA MEDICAL GROUP COVERAGE TO 100+ ENROLLED SIZE GROUPS** with initial effective dates of coverage from January 1 through July 1, 2022 and you could earn:



**\$5,000** for each employer with 100–249 employees enrolled

**\$10,000** for each employer with 250–499 employees enrolled

**\$15,000** for each employer with 500–999 employees enrolled

**\$25,000** for each employer with 1,000+ employees enrolled

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[Bonus details >](#)



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