

**September 21, 2020**

## 2020 4th Quarter Broker Bonus Program

You can make even more bucks on your Medicare supplement underwritten business through our 2020 4<sup>th</sup> Quarter Broker Bonus Program.

Here are the nuts and bolts:

Qualification Period:

Bonus Program period is from October 1, 2020 to December 31, 2020.

Eligible states:

Payment will be made on qualified applications in the following states:

Alabama	Indiana*	Missouri*	North Dakota	Tennessee
Arizona	Iowa	Montana*	Ohio	Texas
Colorado	Kansas	Nebraska	Oklahoma	Utah
Florida	Kentucky	Nevada	Oregon	Virginia
Georgia	Louisiana	New Jersey	Pennsylvania	West Virginia
Idaho	Maryland	New Mexico	South Carolina*	Wisconsin*
Illinois	Mississippi	North Carolina	South Dakota	Wyoming

Qualifying Apps:

All Medicare supplement applications, any state, any Plan and any type, issued between October 1, 2020 and December 31, 2020 will COUNT toward the five applications per month minimum needed to qualify for payment.

In all states except IN, MO, MT, SC, and WI, payment is as follows:

- **\$150** cash per issued policy for Underwritten business (includes internal and affiliate conversions)
- **\$30** cash per issued policy for Open Enrollment business (excludes internal and affiliate conversions)
- Pays on **Plans F, G and N** only

\*In IN, MO, MT, SC, and WI payment is:

- **\$40** cash per issued policy
- Pays on **Plans F, G, N and the Basic Plan (WM28) in WI**
- Pays on all underwriting types, no exclusions

To learn more about our 4th Quarter Broker Bonus Program, [click here](#).

Our bonus program is just one more reason to sell Mutual of Omaha Medicare supplement.

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