

STEP UP BONUS

National General »
Accident & Health

Earn more on National General
STM plans submitted between:

February 1, 2021, and May 15, 2021

Step Up Your Income!

Reach new
sales heights
and collect
bonus cash.

Sell the qualifying
number of Short Term
Medical¹ policies and
get paid for every
policy!

1. Guaranteed Issue and STM with terms under 6 months business do not qualify for any bonuses.
2. Applies to applications 1 through 19.
3. Applies to applications 20 and over.
4. Applies to sales in ID, IL, MI, MT, and NV only.
5. Also applies to 11 months in SC.
6. Supplements must have a minimum \$18 monthly premium to qualify.
7. STM Essentials PPO 5k 80/20 - Single 40-year old-male, non-smoker, ZIP 35201.

* Applications 1-19 x \$150 = \$2,850 + Applications 20-50 x \$200 = \$6,200 + 2% commission on a \$300 monthly premium for a National General STM plan times 50 policies = \$3,600 for \$12,650 total bonus.

SHORT TERM MEDICAL BONUS

Plan Durations

Level 1²
(10 plans sold)

Level 2³
(20 plans sold)

6 months⁴

\$25 ea.

\$50 ea.

12 months⁵

\$50 ea.

\$100 ea.

12x2 months

\$150 ea.

\$200 ea.

24 to 36 months
(Renewals)

\$150 ea.

\$250 ea.

**STEP
UP**



Add supplemental plans like Plan Enhancer or Select Dental to a qualifying STM plan, and you'll get a 2% bonus added to your STM commission.⁶

Reach the next level!

Check out the example below.

Amount you sell

Bonus earned

50x

National General Short Term Medical - 12x2 months

\$9,050

+ 2%

When sold with a National General Supplemental plan
(On a \$300 Short Term Medical premium.)⁷

\$3,600

Grand Total

\$12,650*

CONTACT ME

BONUS CAMPAIGN GUIDELINES

- Qualifying sales include underwritten Short Term Medical (not Guaranteed Issue or plans with less than 12 month durations, except in states where the maximum is less than 12 months), submitted February 1, 2021, through May 15, 2021, with effective dates February 2, 2021, through June 1, 2021.
- Plans must be issued and in force for a minimum of three months, with premium paid, to qualify for the bonuses. Bonuses are paid monthly, lapse policies will be subject to charge-backs.
- Supplemental plans sold must have a minimum \$18 monthly premium to qualify.
- At least 10 Short Term Medical plans must be sold during the qualifying period to earn the Level 1 bonuses. At least 20 Short Term Medical plans must be sold during the qualifying period to earn the Level 2 bonuses. Once the requirements have been met, the bonuses will apply to all applicable sales during the qualifying period.
- One qualifying National General supplemental product must be sold with a National General Short Term Medical plan, during the qualifying period, to earn the 2% commission bonus on that Short Term Medical sale. Qualifying National General supplemental products include: AcciMED, Accident Fixed-Benefit, Term Life – Critical Illness, Cancer & Heart/Stroke, Dental Indemnity, Dental PPO, Select Dental PPO, DVH PPO, Hospital Expense Protection, National General Access, National General Foundation Health, National General Foundation Health Enhanced, Plan Enhancer, Plan Enhancer AME only, TrioMED, Term Life Only.
- Agents must be appropriately licensed and appointed with the applicable underwriting company (National Health Insurance Company, Integon National Insurance Company, and/or Integon Indemnity Corporation) on the dates the sales are made and the bonuses are paid.
- Bonus payments will be made to the same agent/agency to whom the applicable commissions related to the sales of the Short Term Medical plans will be paid.
- Bonus money will be considered taxable income and reported on recipients' FORM 1099-MISC.
- Bonuses will be paid no more than 100 days following the end of the campaign.
- All usual commission and persistency rules apply.
- National General reserves the right to cancel, suspend, and/or modify the bonus campaign at any time, as well as to make the final decision on all payments.

Bonus available for sales in:

AL, AR, AZ, FL, GA, ID, IL, IN, KS, KY, LA, MI, MT, NC, NV, OK, SC, TX, UT, WI, WV, WY.

For agent use only. Not for distribution to consumers. THESE PLANS PROVIDE LIMITED BENEFITS. Plan availability varies by state.

National General Accident & Health markets products underwritten and issued by National Health Insurance Company, Integon National Insurance Company, and Integon Indemnity Corporation. National Health Insurance Company, Integon National Insurance Company, and Integon Indemnity Corporation are rated "A-" (Excellent) by A.M. Best. NGAH-STEPUP-STM BONUS-WA (02/01/2021) © 2021 National General Insurance. All rights reserved.