

2-Way 3Q Incentive

August 1 – October 31, 2021

It's not exactly Deja Vu, but close! Just like Q2 you have the flexibility to **earn more in Q3 with TWO ways to earn** and maximize your sales with eligible products!

But you must Register (again) to be eligible!

Visit <http://www.stephens-matthews.com/uhc.html> to Register

1st Way: TriTerm Medical
(Nearly 3-year term — longest term length available in the short-term market!)

Earn with your first TriTerm Medical application!
Then earn more as you have more business submitted and issued!

TriTerm Medical Plans	1-4 apps	5-9 apps	10-14 apps	15+ apps
Copay, Plan 80, Plan 100	\$100	\$200	\$300	\$350
Value, Hospital & Surgical	\$50	\$100	\$200	\$250

2nd-Way: Short Term Medical & Health ProtectorGuard

Submit and have issued any combination of 10 Short Term Medical and/or Health ProtectorGuard applications and you can earn a **bonus starting with the first app.**

Short Term Medical (min. 12-month term ¹)	\$100
Short Term Medical (6-11 mo. Term ²)	\$50
Health ProtectorGuard	\$100

Earn more on eligible ancillary plans!

When you've submitted and have issued any combination of 10 TriTerm Medical plans, Short Term Medical, and Health ProtectorGuard plans, during the incentive period, then you are **eligible to earn \$30** for every submitted and issued³:

- Dental
- Critical Illness
- Accident (SafeGuard, ProGuard Series)
- HealthiestYou (telehealth)
- New Benefits (discount plan with telehealth) - *added for 3Q!*

Our **best** plans are available to help your clients find coverage that works **best** for them and you have the freedom to earn a little more in a way that works **best** for your business!

Submit eligible product applications between Aug. 1, 2021 – Oct. 31, 2021. If issued by Nov. 15, 2021 and meet eligibility requirements, then you'll earn more for your efforts! You must register to be eligible to earn.

Register Now to be eligible!

Visit <http://www.stephens-matthews.com/uhc.html> to Register

To learn more about UHC and to get appointed, visit us online or contact Tessa at

800-544-8250

INCENTIVE PROGRAM RULES:

1. To be initially eligible for this incentive, you must be registered for the "2-way 3Q" incentive.
2. Eligible product applications are those submitted online from August 1, 2021 through October 31, 2021 and are for the following eligible products: TriTerm Medical Plans (excluding "Direct" plans), Health ProtectorGuard Plans (excluding "Guard" plans), and all Short Term Medical Plans (> 6 months/180 days; Any consecutive plans (e.g. 2x12) will only have the first term count toward the incentive baseline and eligible applications), Dental plans, Critical Illness plan, Accident SafeGuard plan, Accident plans (SafeGuard and ProGuard Series), HealthiestYou membership and New Benefits program . All other ancillary products, and optional benefit riders do not count toward this bonus opportunity.
3. Applications that meet the following criteria will apply toward the incentive: (a) Applications from one of the eligible products listed above only; (b) Submitted between Aug. 1, 2021 – Oct. 31, 2021, and issued by Nov. 15, 2021; (c) with a "paid to" date past the effective date; and (d) an effective date no later than Dec. 1, 2021 (e) meeting any other stated criteria to be eligible (e.g. baselines).
4. Brokers must either submit at least 1 TriTerm Medical application and have it issued during the incentive period and/or submit a minimum 10 Short Term Medical and/or Health ProtectorGuard applications and have them issued within the incentive period before the incentive may be earned on eligible placed TriTerm Medical, Short Term Medical or Health ProtectorGuard business as defined above. To earn the additional incentive for Dental plans, Critical Illness plan, Accident plans, HealthiestYou membership, and New Benefits program, at least 10 TriTerm Medical, Short Term Medical and Health ProtectorGuard applications (any combination) must meet the criteria in rule #3.
5. All eligible plans must be in force for a minimum of three months (90 days) after the effective date to count as "issued." Coverage must be in force with premium payment current at the time of the incentive payout to be included.
6. Incentive will be paid over a series of rolling months and will not exceed five payouts. This schedule is designed to eliminate chargebacks and ensure proper payment on qualified plans. The 3Q Incentive monthly payout will begin in December 2021 and run through April 2022. Incentive payout only begins when the required incentive eligibility is met. Any broker registered for this incentive must have an active contract with Golden Rule Insurance Company and be in good standing at the time of payout in order to receive earned incentive.
7. Bonus follows the Assignment of Commission Form you have on file at the time the application is received, for each qualifying application.
8. These bonuses will be subject to a managing broker commission split, if applicable. Otherwise applications cannot be split between brokers.
9. Bonuses are paid per broker, based on his or her personal production.
10. Qualification is based on production as broker of record.
11. Any separate applications of family members for the same product type count as only one application for this contest. (with the exception of TriTerm Medical for the state of MO).
12. Bonus is paid as described above.
13. Golden Rule Insurance Company reserves the right to make final judgment on contest qualifiers or end this contest at any time without prior notification. Coverage that is withdrawn or does not meet the terms listed in these rules will not count toward the baseline and/or contest bonus.
14. Any required disclosures to brokers' clients are brokers' sole responsibility.
15. This contest is intended for the original recipient of this email only. NPN: %%NPN%%
16. Select Key and FMO contracted agencies may not be eligible.
17. 1099s apply.