



# GROW your business and your bonus



## Earn up to a \$20,000 bonus

**Net Growth Bonus:** Get rewarded for keeping and growing your Humana business when you end the bonus period with more Humana group medical cases than you started. This Net Growth Bonus applies to case with at least 2 enrolled and 99 or fewer eligible employees. The Net Growth Bonus Period begins on July 1, 2011 and ends on January 31, 2012. Here's how to qualify:

\$20,000	end the Net Growth Bonus Period with 20 or more Humana group medical Cases than you started
\$10,000	end the Net Growth Bonus Period with at least 10 but less than 20 more Humana group medical Cases than you started
\$5,000	end the Net Growth Bonus Period with at least 5 but less than 10 more Humana group medical Cases than you started

## Earn even more

Receive per case bonuses when you place new group business with Specialty Lines of Coverage and/or add additional Specialty Lines of Coverage or group medical to an existing Case. This Per Case Bonus applies to Specialty Lines of Coverage and group medical with the same case and initial effective date of coverage with at least 2 enrolled and 99 or fewer eligible employees and initial effective dates of coverage between July 1, 2011 and January 31, 2012.

Lines of coverage	New group business		Existing business
	Place new group medical and Specialty Lines of Coverage	Place new Specialty Lines of Coverage only	
2	\$1,000	\$250	\$250
3	\$1,500	\$500	\$500
4	\$2,000	\$750	\$750
5 or more	\$2,500	\$1,000	\$1,000

Plus, earn an additional \$250 when you add group disability and/or Workplace Voluntary Benefits to an existing case. (up to a maximum of \$500 per case)

Call your Humana sales executive for more details.



## Bonus Rules and Regulations

Humana believes that agents should fully disclose to the insured or applicant the programs under which they are compensated including base commissions, bonuses, incentives or other forms of remuneration for which the agent is eligible for the sale or renewal of insurance products. Only agents residing in AR, AZ, GA, IN (only agents residing in the counties of Clark, Floyd, Harrison, Jefferson, LaPorte, Lake, Porter, Posey, Ripley, Scott, Switzerland, Union, Vandeburgh, Warrick, and Washington), IL, KS, KY (excluding the counties of Boone, Campbell, Gallatin, Grant, Kenton, and Pendleton), MO, MS, NV, TN, TX, UT, and WI are eligible for the Net Growth Bonus and Per Case Bonus. Humana determines each case's effective date of coverage and eligibility for this promotion. A Case is defined as a single employer with one or more Humana Specialty Lines of Coverage or Humana group medical coverage. Bonuses will be charged back for qualifying coverages that terminate before their first anniversary. The transfer of an in-force Humana coverage or placement of a renewal does not qualify for the agent for payment under this promotion. An agent of record may earn one bonus payment per employer under this promotion. The number of cases and coverages placed during this promotion is measured according to agent of record listed on the employer group application, and production across agents of record will not be combined for the purposes of this promotion. Individual products are excluded from this promotion, except for those issued as part of a Workplace Voluntary Benefit offering. Cases split into subgroups to segment business units or locations are combined as one case to determine eligibility for this promotion. In cases where commissions are split between two or more producers, the case count is prorated according to the commission split percentages. All of the provisions of the Group Producing Agent or Agency Contract and Producer Partnership Plan apply to this bonus promotion. Humana may modify or terminate this promotion at any time without notice. Humana is the final arbiter of any issues related to this promotion. The Net Growth Bonus will be paid within approximately 60 days of the end of the Net Growth Bonus Period (approximately the end of March 2011) and the Per Case bonus will be paid within approximately 60 days of Cases initial effective date of coverage.

### **The following coverages are defined as Specialty Lines of Coverage:**

- › Workplace Voluntary Benefits
- › Group Term Life
- › Group Term Supplemental or Voluntary Life
- › Group Short Term Disability (where available)
- › Group Long Term Disability (where available)
- › Group Vision Benefits (includes voluntary vision offerings)
- › Group Dental Benefits (includes voluntary dental offerings)