



Humana.
IGNITE

Dental Bonus

Earn More with the Humana Individual Dental Bonus

Start the New Year off with a smile! Earn a **\$100 BONUS** when you sell **5 NEW** Eligible Individual Dental Policies between **January 1, 2020** and **June 30, 2020**.

Sell more and earn even more!

Receive an **additional \$20** for every Eligible Individual Dental Policy sold above 5 during the bonus period.

Please contact your local Humana sales team if you have questions. Refer to the [Individual Dental and Vision Agent Grid](#) to view the dental plans available in your area.

Terms and Conditions:

A minimum of FIVE New Eligible Policies must be submitted between 1/1/2020 and 6/30/2020 in order to receive compensation under the Individual Dental Specialty Bonus ("Bonus Program"). Incremental \$20 will be paid per each New Eligible Policy above the minimum 5 dental sales requirement. Payment under the Bonus Program will be made on or before 9/30/2020.

For purposes of the Bonus Program:

The Company means the Humana Inc. or its subsidiary which offers or insures the New Eligible Policy.

Eligible Agents are agents who are, licensed, and appointed with the Company at the time the New Eligible Policy is submitted to and accepted by the Company. Humana associates, including Humana career agents whether employees or contractors, are not eligible.

New Eligible Policies are Dental Products that a) are listed in the 2020 Individual Medicare, Medicare Supplement, Dental and Vision Products Producer Partnership Plan, excluding SmartChoice, Dental Savings Discount Plan, Medicare Advantage Optional Supplemental Benefit (OSB), Vision products; and b) submitted to and accepted by the Company between 1/1/2020 and 6/30/2020; and c) are in effect for at least 60 consecutive days.

New Eligible Policies do not include: a) any policy written to provide coverage for the agent; b) any policy change, renewal or modification(s) (i.e. all New Eligible Policies must result in the issuance of a new policy to a person that is not current a policyholder of the same product type (Dental) issued by the Company); c) any policy issued to persons who would otherwise be eligible to be dependents on another insured's policy (e.g., two separate policies on married spouses instead of one policy with primary and spouse); d) any policy that is not an individual policy; e) any policy for which the application is not submitted to and accepted by the Company between 1/1/2020 and 6/30/2019; and f) any policy issued for SmartChoice Dental, Dental Savings Discount Plan, Medicare Advantage Optional Supplemental Benefit (OSB), Vision.

General Provisions: 1) Under applicable law, Producer and Eligible Agents may be required to disclose to the insured or applicant their compensation including base commission, bonuses, incentives, or other forms of remuneration for which the Producer and Eligible Agents are eligible for the sale or renewal of insurance products. 2) Reporting of compensation from the Bonus Program and tax implications are the responsibility of the Producer and Eligible Agents. 3) Except where specifically modified, all rules and provisions of the Humana Producer

Contract are in full force and effect. 4) The Company or its affiliate may modify or terminate the Bonus Program at any time without notice. 5) The Company or its affiliate will be the final arbiter of any issues related to the Bonus Program. 6) Producer must remain in the External Partner channel for the duration of the Bonus Program and maintain an active Humana Producer Contract. 7) Payout is based on total New Eligible Policies for the total length of the Bonus Program. 8) New Eligible Policies will be counted towards the goal and payment calculation based on the date the Company records the sale. 9) The Company or its affiliate may audit or adjust any payment made under the Bonus Program. 10) In consideration for accepting the terms of the bonus program, you agree to distribute to the agent any amounts payable to the agent. 11) The Company or its affiliate reserves the right to recover any and all overpayments as outlined in the Humana Producer Contract.



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