



45,000 UFirst Life Credits gets you an 8% Cash Bonus!

Earn an extra 25% credit for sales on the following:

- **HMS Plus Continuation and Payment Protector Continuation**
- **HMS Plus 100 and 125 term, HMS Plus w/ADB**
- **HMS Plus Payment Protector**

Qualification Period

June 1, 2020, through November 30, 2020. Policies must be paid with the first premium payment applied during the qualification period and must remain active through the free-look period.

Requirements

- Earn at least 45,000 of qualified life production credits during the qualification period,
- 6-month persistency 80% or better, 12-month persistency 70% or better, and
- First Premium Applied rate of 70% or better*.

Credits equal 100% of paid annualized first-year premium up to target unless otherwise specified.

**First Premium Applied rate is measured by all policies approved and issued that receive first premium payment and remain active through the free-look period.*

Applications must be paid between June 1, 2020, and November 30, 2020. Life insurance production will be counted at 100% of paid annualized first-year premium up to target. First Premium Applied rate is based on paid applications during the qualification period. Medicare Supplement and Call Centers are excluded from the UFirst Rewards incentive program. Controlled business (immediate family members or internal replacements) does not qualify for the bonus payment. Bonus payment will be made to the writing agent only. Agents must be in good standing with Americo at the time of payout. Payouts will be made within a month of the end of the qualification period. Americo, at its sole discretion, reserves the right to modify, change, or cancel this promotion at any time.



10% CASH BONUS

ON MEDICARE SUPPLEMENT BUSINESS

Get a CASH Bonus in May, July, and September!

Meet the UFirst Rewards requirements by April 30, 2020 and receive a bonus check in May! Make even more money by continuing to write business and get additional bonus checks on any new qualifying business in July and September.

HOW TO QUALIFY

Produce at least \$30,000 of annualized Medicare Supplement premium between March 1, 2020 and August 31, 2020. First premium payment for each qualifying policy must be applied during the qualification period. Bonus payments will be based on the following:

\$30,000 and above = 10% Bonus payout

Must have at least 65% underwritten applications. Americo and Great Southern Life Med Sup business can be combined. Disability and Guaranteed Issue policies are excluded. Medicare Supplement production will be counted at 100% of paid annualized first-year premium. Bonus payments will be made at the end of April, June and August during the qualification period.

TOP 5 BONUS

We will be recognizing our Top 5 Med Sup UFirst qualifiers each qualification period with an additional bonus:

1st Place = \$5,000 Bonus

2nd Place = \$4,000 Bonus

3rd Place = \$3,000 Bonus

4th Place = \$2,000 Bonus

5th Place = \$1,000 Bonus

Applications must be paid between March 1, 2020 and August 31, 2020. Guaranteed Issue and Disability policies and controlled business (immediate family members or internal replacements) do not qualify for the bonus payment. Missouri business is excluded, due to a Missouri-specific UFirst Rewards bonus program. Medicare Supplement Call Centers are excluded from this contest. Bonus payment will be made to the writing agent only. Agents must be in good standing with Americo at the time of payout. Americo, at its sole discretion, reserves the right to modify, change, or cancel this promotion at any time. Americo is the brand name for insurance products issued by the subsidiary insurance companies Americo Financial Life and Annuity Insurance Company (AFL) and Great Southern Life Insurance Company (GSL). Policies are underwritten by AFL and/or GSL, Kansas City, MO, and may vary in accordance with state laws.



Americo's Agent Incentive Program for Medicare Supplement in Missouri

Qualification Period

March 1, 2020 through August 31, 2020. First premium payment for each qualifying policy must be applied during the qualification period.

Bonus Payout

Bonus payout will be based on the underwritten business percentage during the qualification period. Payouts will be based on the following:

- 90% underwritten and above = 20% Bonus payout
- 80 - 89% underwritten = 16% Bonus payout
- 70 - 79% underwritten = 12% Bonus payout
- 60 - 69% underwritten = 8% Bonus payout
- 59% and lower = No bonus payout

Production will be counted at 100% of paid annualized first-year premium. Underwritten percentage will be calculated based on application count, all underwriting types, and business issued and paid during the qualification period.

Applications must be issued and paid between March 1, 2020 and August 31, 2020. Medicare Supplement production will be counted at 100% of paid annualized first-year premium. Disability Income policies and controlled business (immediate family members or internal replacements) do not qualify for the bonus payment. Bonus payment will be made to the writing agent only. Agents must be in good standing with Amerigo at the time of payout. Payouts will be made within a month of the end of the qualification period. Amerigo, at its sole discretion, reserves the right to modify, change or cancel this promotion at any time. Policies are underwritten by Amerigo Financial Life and Annuity Insurance Company, Kansas City, MO, and may vary in accordance with state laws