



**February 1, 2012 - November 1, 2012**

## ✦ **Contest Requirements** ✦

- Contest applies to issued policies with effective dates **February 1, 2012 - November 1, 2012**.
- Contest applies to most products and carriers The Pinnacle Benefits Group represents.
- Excludes all Medicare Advantage and Part D products sold through Pinnacle.
- No reduction in regular commissions or incentives.
- All sales receive Pinnacle**POINTS**.
- Minimum to qualify - \$20,000 Annualized Commissionable Premium **AND** 12 issued policies.
- Minimum premium and policy count must be in-force at the time of final bonus payout.
- Only business personally produced by the agent counts towards the bonus.
- Once **BOTH** requirements are met, a bonus is paid in December 2012 on all placed business.  
*No payments made in advance.*

### **BONUS SCHEDULE**

| <b>Product</b> | <b>Bonus*</b> | <b>Product</b>   | <b>Bonus*</b> |
|----------------|---------------|------------------|---------------|
| Life           | 2%            | Limited Benefits | 2%            |
| Med Supp       | 1%            | LTC/STC          | 2%            |
| Final Expense  | 2%            | GAP              | 2%            |
| Major Med      | 1%            | Supplemental     | 2%            |

***\*Bonus % DOUBLED for all MUTUAL OF OMAHA business!***

- Pinnacle will provide periodic progress updates to agents.
- Agent must be in good standing with Pinnacle.
- The Pinnacle Benefits Group reserves the right to final interpretation of the contest rules and to modify, cancel or terminate the contest without notice.