



Upgrade A Med Supp!

INCENTIVE GUIDELINES



- The Pinnacle Benefits Group’s **Upgrade A Med Supp** is a bonus incentive for qualifying Medicare Supplement policies that are issued with application dates starting June 1st, 2018 through December 1st, 2018.
- Pinnacle Benefits will match bonuses paid by carriers at 50% of the carrier bonus for underwritten Medicare Supplement business. No bonus will be paid by Pinnacle Benefits for Open Enrollment or Guaranteed Issued Med Supp policies.
- Each carrier has specific rules and guidelines to qualify for their bonus (*click on individual carrier logos for details. Incentives for Manhattan Life production are paid by the marketing company, not Manhattan Life*). No match will be made by Pinnacle Benefits if no bonus is paid by the carrier.
- Pinnacle Benefits will pay the 50% match bonus on underwritten business within 30 days after the carrier bonus is paid.
- All issued premium will still receive PinnaclePOINTS based upon carrier. Go to www.pinnaclepoints.com for details.
- The agent and agent’s account must be in good standing.
- The Pinnacle Benefits Group reserves the right to final interpretation of the contest rules and to modify, cancel or terminate the contest without notice.

Bonuses currently available for issuing Underwritten Med Supp policies

- click on Logo to view incentive guidelines-



Monthly Bonus Example

Company	Min Apps	UW	OE	UW Bonus*	OE Bonus*	PBG Bonus**	Total
Mutual of Omaha	5 UW/OE	4	1	\$600	\$30	\$300	\$930
Aetna	4 UW/OE	4	1	\$400	\$25	\$200	\$625
Everest RE	3 UW	4	1	\$500	0	\$250	\$750
Manhattan Life***	4 UW/OE	4	1	\$400	\$25	\$200	\$625

* Paid by sponsoring carrier **Paid by The Pinnacle Benefits Group ***Incentive paid by marketing company, not Manhattan Life.