

# Standard Life and Accident Insurance Company

A Member of the American National Family of Companies

To help you increase your production, Standard Life and Accident Insurance Company has made it easy for our producers to qualify for our Bonus Lead Programs. Take a look at the various ways you can earn either a 1,000-piece Direct Lead Mailing or a 4,000-name Consumer Prospect List<sup>1</sup>, which includes mailing addresses and phone numbers.

**Life Insurance:** Produce only \$4,000 of Standard Life issued and paid annualized life premium including premium for the Future Executive II.

**Recovery Care:** Produce only \$3,000 of issued and paid annualized premium of Standard Life's recovery care product.

**Combined Premium:** Produce only \$5,000 of combined issued and paid annualized premium<sup>2</sup>, which includes any health product<sup>3</sup>, as long as at least \$1,000 is life or recovery care premium.

**Single Premium Life:** Produce only \$50,000 of issued and paid Classic Elite premium.

**Annuities:** Produce only \$100,000 of issued and paid annuity premium.

A competitive product portfolio and a producer-oriented reward system make Standard Life an excellent choice for any need your clients may have.

The same issued and paid annualized premium may only be used to qualify for one of the above options and must be received in the same calendar year. However, it is possible to qualify for different combinations at the same time, if your issued and paid annualized premium meets the guidelines.

Premium for internal replacements, including all American National Family of Companies products or policies sold to members of the agents immediate family will not be eligible.

<sup>1</sup>The "Do Not Call" Law requires that the agent MUST have a Subscriber Access Number (SAN). Registration is available via the internet. Please contact the Standard Life Marketing Office or [www.telemarketing.donotcall.gov](http://www.telemarketing.donotcall.gov) for more information.

<sup>2</sup>Excluding annuities and single premium life.

<sup>3</sup>Medicare Supplement, Cancer, AD&D and Hospital Indemnity.