



# CASH-POCALYPSE 2013

INDIVIDUAL MEDICAL

 ASSURANT HEALTH ACCESS<sup>SM</sup>

ASSURANT SUPPLEMENTAL COVERAGE


## CAMPAIGN RULES | MGA CHANNEL

Cash-pocalypse 2013, Assurant Health's multi-product sales campaign, continues into spring as a heat wave of bonus cash overtakes the nation! The spring campaign, "Baking in the Bucks," runs from May 1 to August 31, 2013.

It works the same way as "Blizzard of Bucks," with all sales totals and bonus levels resetting on May 1.

Check out the "Baking in the Bucks" details for Assurant Health Access:

<b>ASSURANT HEALTH ACCESS</b> <i>May 1 – August 31, 2013</i>				
Number of policies sold		Value	Fundamentals	Enhanced
0	49	\$0	\$0	0
50	149	\$15	\$35	\$60
150	299	\$20	\$45	\$75
300	599	\$25	\$55	\$90
600	899	\$30	\$70	\$110
900	1,499	\$35	\$85	\$130
1500+		\$40	\$95	\$150


**NEW BONUS TIER!**  
 Start earning bonuses at 50 policies sold!

## CAMPAIGN GUIDELINES AND RULES

- Bonus is calculated at Managing General Agent (MGA) level, as well as paid directly to the MGA.
- Agents must be appropriately licensed and appointed with Time Insurance Company on the date the bonus is paid.
- Bonus applies to new Assurant Health Access business *submitted* May 1, 2013 through August 31, 2013 and *issued* on or before September 15, 2013 with first premium paid. Policy counts will reset for any subsequent campaign periods.
- Policies must be in force for at least 31 days after the *effective date* to qualify for the bonus.
- Bonuses will be paid on the month-end commission statement following the required 31-day period. At the end of the sales campaign, all policies for which bonuses have been paid will be reviewed. Any overpayment, at the sole discretion of Time Insurance Company, may be charged against future commissions.
- Policies not taken and internal replacement policies do not qualify for the bonus.
- All usual commissions and persistency rules apply.
- Bonus money will be paid in the same manner as other compensation and will be considered taxable income and reported on recipients' FORM 1099-MISC.
- Time Insurance Company reserves the right, at its sole discretion, to determine eligibility for the campaign, to determine eligibility for bonus payments and to end the program early. There is no guarantee of continued participation in the program.