


# Shift your income into the next gear with Drive for 5!

Take advantage of this chance  
to earn bonus money!

**Contest period:** Applications submitted on  
or after June 15, 2012, and issued before  
September 30.



IHC  
Drive  
for 5

Your summer 2012 Drive for 5 opportunity pays a bonus based on the number of applications/employees issued during the contest period in each of the following five categories:

## 1 Individual medical – major medical for individuals and families

- ◇ **Drive:** Issue 2–4 applications = \$40 each
- ◇ **Shift:** Issue 5–9 applications = \$80 each
- ◇ **Overdrive:** Issue 10+ applications = \$160 each

## 2 Imprint – small employer group major medical

- ◇ **Drive:** Issue 1–2 groups = \$20 per insured employee (max of \$240 per group)
- ◇ **Shift:** Issue 3–4 groups = \$40 per insured employee (max of \$480 per group)
- ◇ **Overdrive:** Issue 5+ groups = \$80 per insured employee (max of \$960 per group)

## 3 Secure – short-term medical plans

- ◇ **Drive:** Issue 2–4 applications = \$15 each
- ◇ **Shift:** Issue 5–9 applications = \$30 each
- ◇ **Overdrive:** Issue 10+ applications = \$60 each

## 4 Secure Dental One – one-life dental

- ◇ **Drive:** Issue 2–4 applications = \$20 each
- ◇ **Shift:** Issue 5–9 applications = \$40 each
- ◇ **Overdrive:** Issue 10+ applications = \$80 each

## 5 Flexident – employer group dental

- ◇ **Drive:** Issue 1–2 groups = \$10 per insured employee (max of \$120 per group)
- ◇ **Shift:** Issue 3–4 groups = \$20 per insured employee (max of \$240 per group)
- ◇ **Overdrive:** Issue 5+ groups = \$40 per insured employee (max of \$480 per group)

### How much can you earn?

**Whether you hit Overdrive on one product or Shift for three products, your total Drive for 5 bonus has no limit.** For example, if you issue 11 PHP applications, 4 Secure STM and 5 Secure Dental One, your total bonus would be \$2,070. Or issue 5 Imprint groups each with 8 employees and 3 Flexident groups each with 12 employees, and your bonus would be \$3,920!

### Bonus rules and guidelines:

- This bonus is available for writing agents only. Agents must be contracted with IHC Health Solutions and be in good standing at the time of qualification and payout to receive a bonus.
- Imprint groups issued at the state's allowable maximum are not eligible for the bonus.
- The bonus applies to new business only; it does not include rewritten cases.
- The bonus will be paid once at the end of the contest.
- IHC Health Solutions reserves the right to determine eligibility for this program.