

## Home Run Derby Sales Incentive

For AARP® Medicare Supplement Insurance Plans,

Insured by UnitedHealthcare® Insurance Company

**Hit it out of the park and earn up to \$200 per eligible application today!**

**Earn \$100 to \$200 cash** from UnitedHealthcare on applications for AARP Medicare Supplement Insurance Plans! See additional eligibility rules below.

### ELIGIBLE AARP MEDICARE SUPPLEMENT PLAN APPLICATIONS

Applications eligible for this incentive include commission-eligible, accepted and paid applications for AARP Medicare Supplement Plans F and G for ages 65+ that are underwritten\*<sup>1</sup>.

Eligible applications must be for July 1, 2021 through September 1, 2021 plan effective dates, with applicant signature dates starting May 28, 2021, through August 31, 2021. Applicants must reside in the states identified in the table below.

| States                         | Per Application Payout |
|--------------------------------|------------------------|
| DC, FL, RI                     | \$100                  |
| DE                             | \$125                  |
| AL, ID, IL, LA, NH, NJ, PA, WV | \$150                  |
| MI                             | \$200                  |

\*In Florida, all age 65+ commission-eligible, accepted and paid AARP Medicare Supplement Plan F and G applications are included.

**No production minimum and there is no limit** on the maximum number of eligible applications that can be submitted during this time period to qualify for this incentive.

<sup>1</sup> Individuals/applicants not eligible for open enrollment or guaranteed issue are “underwritten”.

Payout calculations and incentive payment will occur early October 2021 via your usual commission payment process. Applications must be accepted and commissioned prior to October 13, 2021. This means that any outstanding pending applications that become accepted on or after October 13, 2021, will not count toward the incentive.

Enrollment applications for current AARP Medicare Supplement Insurance Plan members switching from one AARP Medicare Supplement Insurance Plan to another are not eligible for this incentive. Employer Group Broker Sales, including Agent-referred group sales, are also not eligible for this incentive.

## **AGENT PARTICIPATION**

Active EDC and ICA writing agents (including solicitor agents), authorized to offer, licensed, appointed, and certified with UnitedHealthcare to offer AARP Medicare Supplement plans in the states listed above are eligible to participate in this incentive. ISR and telesales agents are not eligible to participate. Up-line payments do not apply. Incentive payments for Solicitor agent applications are payable to the Solicitor agent's up-line.

Eligible EDC/ICA writing agents (including solicitor agents), must be active and authorized to offer AARP Medicare Supplement Plans on October 13, 2021 to receive incentive payment. EDC/ICA writing agents who are eligible to participate in the incentive but who are in servicing or terminated status on October 13, 2021 are not eligible for incentive payment.

Agents who participate must comply with CMS, state and UnitedHealthcare requirements.

Incentive payments will be made in accordance with applicable state rules.

UnitedHealthcare reserves the right to end or modify the Sales Incentive at any time without notice. UnitedHealthcare will determine qualification of applications and application counts for this incentive program. All decisions are final.

AARP endorses the AARP Medicare Supplement Insurance Plans insured by UnitedHealthcare Insurance Company or an affiliate (collectively "UnitedHealthcare"). UnitedHealthcare pays royalty fees to AARP for the use of its intellectual property. These fees are used for the general purposes of AARP. AARP and its affiliates are not insurers. AARP does not employ or endorse agents, brokers or producers.

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