

NEXT STOP FOR 2014 SALES 

DESTINATION: SUCCESS



Assurant Self-Funded Program 2014 Bonus Campaign **Second-Half Rally**

Earn great bonuses and help small businesses save on health care costs — this year and for years to come. There's never been a better time to get groups into the Assurant Self-Funded Program than now, during the Second-Half Rally bonus campaign, which rewards you for sales with effective dates from July 1, 2014 through January 1, 2015.

Great bonuses for all producers

When you reach	You earn
20 enrolled employees	\$750
50 enrolled employees	\$1,000 more
100 enrolled employees	\$2,000 more
200 enrolled employees	\$3,000 more
350 enrolled employees	\$5,000 more
500 enrolled employees	\$10,000 more
	up to \$21,750 total!

Added bonus for first-time producers

If you've never sold an Assurant Self-Funded Program case, now's your time. You'll earn \$500 if you sell your first case during this campaign.

30% multiplier for July-October sales

You get an extra 30% on all bonuses earned for sales with July, August, September and October effective dates.



Start quoting July effective dates now. The earlier you start, and the more you sell by October, the greater your bonus potential will be.

Campaign guidelines:

Qualification

- New Assurant Self-Funded Program groups with effective dates from July 1, 2014 through January 1, 2015 qualify
 - Groups with Assurant Health as the previous carrier do not qualify
- Groups with a minimum of 5 employee medical lives enrolled as of the effective date of the group qualify
- Minimum group size applies to all bonuses, including the first-time-producer bonus of \$500
- The first 50 employee medical lives enrolled per qualifying group between July 1, 2014 and January 1, 2015 apply toward the enrolled-employee count
- Groups must remain in force for at least 31 days from the effective date to qualify for bonuses

Bonus payment

- Bonus qualification and payment calculation are based on individual agent production (versus agency production)
- Bonus payments are based on the enrolled employee count, subject to the minimum and maximum requirements described above
- Bonus payments will be made directly to the General Agent
- Bonus payments will be paid on the month-end commission statement following the required 31-day in force period

Need to know

- Agents must be appropriately licensed and appointed with Time Insurance Company on the date the bonus is paid
- Bonus is taxable income and will be reported on FORM 1099-MISC
- Assurant Health reserves the right to cancel, suspend and/or modify the bonus campaign at any time, as well as to make the final decision on all payments
- Usual commission and persistency rules apply

Payout example:

Month	Enrolled- Employee Count	Cumulative Enrolled- Employee Count	Payout Level	Multiplier	Actual Payout
July	10	10	\$0	1.3	\$0
August	20	30	\$750	1.3	\$975
September	30	60	\$1,000	1.3	\$1,300
October	15	75	\$0	1.3	\$0
November	60	135	\$2,000	1.0	\$2,000
December	70	205	\$3,000	1.0	\$3,000
Total	205		\$6,750		\$7,275

For agent use only. Not for distribution to consumers. The Assurant Self-Funded Program provides tools for small-business employers to establish a self-funded health benefit plan for their employees. The benefit plan is established by the employer and is not insurance. Stop loss insurance for the self-funded plan is underwritten and issued by Time Insurance Company.

Assurant Health is the brand name for products underwritten and issued by Time Insurance Company.
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