

## Thrive and Strive Sales Incentive, for AARP® Medicare Supplement Insurance Plans, from UnitedHealthcare®

**Earn \$150 per eligible Plan G application** from UnitedHealthcare on applications for AARP® Medicare Supplement Insurance Plans, insured by either UnitedHealthcare® Insurance Company or UnitedHealthcare® Insurance Company of America (UHICA)<sup>1</sup>. See additional eligibility rules below.

### ELIGIBLE AARP MEDICARE SUPPLEMENT PLAN APPLICATIONS

This **\$150 incentive** includes commission-eligible, accepted and paid AARP Medicare Supplement Plans, underwritten<sup>2</sup> Plan G applications for ages 65+.

Applicants must reside in the states listed below. Eligible applications must be for August 1, 2023 through January 1, 2024 plan effective dates, with applicant signature dates starting July 13, 2023, through December 31, 2023.

#### Eligible States

- Arizona
- Georgia
- Iowa
- Illinois
- Kansas
- Kentucky
- Louisiana
- Maryland
- Michigan
- North Carolina
- Ohio
- Pennsylvania
- Texas
- West Virginia

To qualify for the incentive and receive a payout, you must submit a minimum of 3 eligible applications from any of the states listed above. There is **no limit** on the maximum number of eligible applications that can be submitted during this time period to qualify for this incentive.

Payout calculations and incentive payment will occur mid-February 2024 via your usual commission payment process. Applications must be accepted and commissioned prior to February 14, 2024. This means that any outstanding pending applications that become accepted on or after February 14, 2024, 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 (i.e., plan changes and internal replacements from the same or another UnitedHealthcare underwriting company). Employer Group Broker Sales, including Agent-referred group sales, are also not eligible for this incentive.

<sup>1</sup> UHICA plans are available in the states of Arizona, Illinois, Kansas, North Carolina, Ohio, Pennsylvania and Texas.

<sup>2</sup> Individuals/applicants not eligible for open enrollment or guaranteed issue are “underwritten”.

## **AGENT PARTICIPATION**

Active EDC and ICA writing agents (including solicitor agents), authorized to offer, licensed, appointed, and certified with UnitedHealthcare, in the states listed above, are eligible to participate in this incentive. Agents authorized to offer AARP Medicare Supplement Plans, insured by UHICA, previously received a separate and specific notification from UnitedHealthcare indicating they were authorized. 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 and ICA writing agents, including solicitor agents, must be active and authorized to offer AARP Medicare Supplement Plans on February 14, 2024 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 February 14, 2024 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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