

Lead Yourself Somewhere Legendary

Physicians Mutual is rewarding Med Supp performance with enhanced bonuses – now giving you more earning power and a clear path toward the Sales Incentive Trip to Scotland, April 24-29, 2027.

Agent Eligibility

The original writing Agent and Agent of Record on the policy – Agents, General Agents, Licensed Only Agents (LOAs) and Single LOA Agencies.

Bonus Period

Calendar month; each production month stands on its own.

How It Works Monthly Minimum – 5 Med Supp Eligible Sales

Agents earn a bonus based on their prior month's production after meeting the minimum of five Med Supp eligible sales. Bonuses are payable the month following the production month on the commission statement and directly deposited to the Agent's bank account. LOA-earned bonuses are paid to the immediate upline. Split application percentages are summed for a total; no rounding.

Exclusions and Eligible Production

- Net issued sales only
- Medicare Supplement business exclusions: Internal Replacements, Guarantee Issue SEP (including Birthday and Anniversary Rule), and Underage sales
- Individual's personal Med Supp production only; downline sales do not count

*For states not listed in the State Specials Section.

For agent recruiting purposes only. Products and features vary by state. Please see State Summary for product details.

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SCOTLAND
APRIL 24-29, 2027

BONUS

Per Med Supp Eligible Issued Policy

\$200 for every Underwritten Med Supp policy sold*
(Plan F, Innovative Plan G, Plan G, Plan N)

\$150 for every Open Enrollment
Innovative Plan G policy sold*

\$50 for every Underwritten High
Deductible G Med Supp policy sold*

\$25 for every Open Enrollment High
Deductible G Med Supp policy sold*

\$30 for every other Open Enrollment Med
Supp policy sold (other plans)*

Paid on first policy sale!
(after minimum 5 is met)

State Specials:

- IN and WI - All plan types pay \$50 per sale. Internal replacements pay \$0 per sale.
- SC - Innovative Plan G pays \$150 per sale. Plans F and G pay \$50 per sale. High Deductible Plan G pays \$25 per sale. Plan A and Internal Replacements pay \$0 per sale.

All States

- Combo App (Dental, Life or Cancer policy sold with a Med Supp Policy). Primary Insured Name and Application Date must match on both policies
 - \$25 for 1 additional product
 - \$40 for 2 additional products (\$80 total)
 - \$50 for 3 additional products (\$150 total)

