

20/20/20 Fast Start



Newly Appointed Agents Can Earn \$20, \$40, or \$60 in Bonus Cash per Commissionable Policy Issued*

- In the first full 20 weeks of being appointed
- Earn bonus on up to 20 policies issued

Multipliers: a way to increase the bonus amount without increasing the number of policies sold.

- Sell a product from one category and earn \$20 for each issued policy.
- Sell a product from two categories and earn \$40 for each issued policy.
- Sell a product from three or more categories and earn \$60 for each issued policy.

Product Categories*

- A:** Cancer or Critical Illness
B: Final Expense or Juvenile Whole Life
C: MMGAP or Accident UA-250
D: ProCare® Medicare Supplement (Non-Disability)*



Multiplier Chart

Number of Policies Issued	Number of Product Categories					
	1 Category		2 Categories		3+ Categories	
	Multiplier	Bonus Cash*	Multiplier	Bonus Cash*	Multiplier	Bonus Cash*
1	1	\$20				
2	1	\$40	2	\$80		
3	1	\$60	2	\$120	3	\$180
4	1	\$80	2	\$160	3	\$240
5	1	\$100	2	\$200	3	\$300
6	1	\$120	2	\$240	3	\$360
7	1	\$140	2	\$280	3	\$420
8	1	\$160	2	\$320	3	\$480
9	1	\$180	2	\$360	3	\$540
10	1	\$200	2	\$400	3	\$600
11	1	\$220	2	\$440	3	\$660
12	1	\$240	2	\$480	3	\$720
13	1	\$260	2	\$520	3	\$780
14	1	\$280	2	\$560	3	\$840
15	1	\$300	2	\$600	3	\$900
16	1	\$320	2	\$640	3	\$960
17	1	\$340	2	\$680	3	\$1,020
18	1	\$360	2	\$720	3	\$1,080
19	1	\$380	2	\$760	3	\$1,140
20	1	\$400	2	\$800	3	\$1,200

***Please note:** Bonuses paid on up to 20 issued policies. Within New York state, only Category D ProCare Medicare Supplement sales apply for the program. Disability Med-Supp sales everywhere are excluded from the program. Conversions between UA, GLNY, and GLA are excluded from the program. If you were appointed with UA, GLNY, or GLA prior and earned a Fast Start incentive, or if you got appointed with UA, GLNY and GLA at different times, contact your regional director for exceptions. Determination of Home Office as to eligibility is final. Fast Start cash will be paid direct to the agent in month end statements. Any debit balances will be subtracted from Fast Start earnings.