



February 1, 2012 - November 1, 2012

✦ **Contest Requirements** ✦

- Contest applies to issued policies with effective dates **February 1, 2012 - November 1, 2012**.
- Contest applies to most products and carriers The Pinnacle Benefits Group represents.
- Excludes all Medicare Advantage and Part D products sold through The Pinnacle Benefits Group.
- No reduction in regular commissions or incentives.
- All sales receive Pinnacle**POINTS**.
- Minimum to qualify - \$20,000 Annualized Commissionable Premium **AND** 12 issued policies.
- Minimum premium and policy count must be in-force at the time of final bonus payout.
- Only business personally produced by the agent counts towards the bonus.
- Once **BOTH** requirements are met, a bonus is paid in December 2012 on all placed business.
No payments made in advance.

BONUS SCHEDULE

Product	Bonus*	Product	Bonus*
Life	2%	Limited Benefits	2%
Med Supp	1%	LTC/STC	2%
Final Expense	2%	GAP	2%
Major Med	1%	Supplemental	2%

****Bonus % DOUBLED for all non-conversion MUTUAL OF OMAHA business!***

- The Pinnacle Benefits Group will provide periodic progress updates to agents.
- Agent must be in good standing with The Pinnacle Benefits Group.
- The Pinnacle Benefits Group reserves the right to final interpretation of the contest rules and to modify, cancel or terminate the contest without notice.