

# 2024 Individual Dental plan bonuses

## Humana Individual Dental: 2024 Dental Sales Bonus Program Expansion

Dental coverage continues to be in high consumer demand, and your clients can benefit from the savings and features these plans offer. To continue the great momentum from the **February 1, 2024** launch, we're expanding our Individual Dental Sales Bonus programs through **July 31, 2024**.



	Bonus 1 Humana Individual Dental 2024 new seller bonus	Bonus 2 Humana Individual Dental 2024 with Medicare Supplement Plan G
Who can earn it?	Partner field agents who did not sell a Humana Individual Dental plan in 2023	Partner field agents
What's the bonus?	\$150	\$25 per individual
How do I earn it?	<p>Sell <b>five new eligible Individual Dental plans</b>.</p> <p>All Humana Individual Dental plans are eligible; however, this bonus excludes Smart Choice dental plan, Dental Savings Plus plan, standalone vision or Medicare Advantage optional supplemental dental benefits.</p>	<p>Sell a new eligible <b>Individual Dental plan together with a new or existing Medicare Supplement Plan G issued by a Humana subsidiary (subject to state-specific requirements)</b> to the same individual.</p> <p>Eligible plans are:</p> <ul style="list-style-type: none"> <li>• Loyalty Plus dental plan</li> <li>• Complete Dental plan</li> <li>• Humana Extend DVH plans</li> </ul>
When is the bonus available?	On applications with a signature date between <b>Feb. 1, 2024</b> , and <b>July 31, 2024</b>	On applications with a signature date between <b>Feb. 1, 2024</b> , and <b>July 31, 2024</b>



Refer to **Humana's Get Started Guide** and find dental plans in your area with the **Individual Specialty Agent Plan Grid**. Contact your local support team at **Ignite** if you have any questions.

Bonus program not available for plans/policies sold in Washington.  
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Terms and conditions:

## **For Bonus Program #1:**

New Eligible Policies are Dental Products that are listed in the [2024 Individual Medicare, Medicare Supplement, Dental and Vision Products Producer Partnership Plan](#), excluding Smart Choice, Dental Discount Savings Plan, Medicare Advantage Optional Supplemental Benefit (OSB), and Vision products. To qualify for the bonus, individual agents must have not sold a Humana Individual dental policy with an application signature date in 2023.

## **For Bonus Program #2:**

New Eligible Policies for Dental include Loyalty Plus, Complete Dental, and Humana Extend (dental, vision, hearing) plans. To qualify for the bonus, one eligible Dental Policy must be sold together with a Medicare Supplement Plan G to the same individual or sold to an existing Humana Medicare Supplement Insurance Plan G policyholder with coverage effective prior to February 1, 2024. Both new applications must be signed between February 1, 2024, and July 31, 2024.

## **For Bonus Program #1 and Bonus Program #2:**

The Company means the Humana Inc. or its subsidiary which offers or insures the New Eligible Policy.

Eligible Agents are agents who are, licensed, and appointed in those states that require an appointment with the Company at the time the New Eligible Policy is submitted to and accepted by the Company. Humana associates, including Humana career agents whether employees or contractors, are not eligible.

Eligible Dental Policies must be submitted to and accepted by the Company between 2/1/2024 and 7/31/2024 and must be in effect for at least 60 consecutive days to qualify for bonus compensation.

Payment under the Bonus Program will be made after 7/31/24. Bonus payments are not cumulative and are a one-time payment based on policies written during the bonus period.

New Eligible Policies do not include: a) any policy written to provide coverage for the agent; b) any policy change, renewal or modification(s) (i.e., all New Eligible Policies must result in the issuance of a new policy to a person that is not currently a policyholder of the same product type issued by the Company); c) any policy issued to persons who would otherwise be eligible to be dependents on another insured's policy (e.g., two separate policies on married spouses instead of one policy with primary and spouse); d) any policy that is not an individual policy; e) any policy for which the application is not submitted to and accepted by the Company between 2/1/2024 and 7/31/2024. f) policies sold in states where the program may be otherwise prohibited by law and regulations (e.g., New York, Washington); g) any Medicare Supplement Insurance plan that is a high deductible plan or is not a Plan G.

General Provisions: 1) Individual agents or agencies may be obligated to disclose compensation to clients. Because state laws vary, agents should be aware of and comply with applicable state compensation disclosure requirements. Humana is not responsible for providing legal advice to agents. If an agent has a question or concern regarding his/her state's compensation disclosure law, he/she should consult a legal advisor. 2) Reporting of compensation from the Bonus Program and tax implications are the responsibility of the Producer and Eligible Agents. 3) Except where specifically modified, all rules and provisions of the Humana Producer Contract are in full force and effect. 4) The Company or its affiliate may modify or terminate the Bonus Program at any time without notice. 5) The Company or its affiliate will be the final arbiter of any issues related to the Bonus Program. 6) Producer must remain in the External Partner channel for the duration of the Bonus Program and maintain an active Humana Producer Contract or forfeit the right to participate in this bonus program. 7) Payout is based on total New Eligible Policies for the total length of the Bonus Program. 8) New Eligible Policies will be counted towards the goal and payment calculation based on the date the Company records the sale. 9) The Company or its affiliate may audit or adjust any payment made under the Bonus Program. 10) In consideration for accepting the terms of the bonus program, the agent of record must agree to distribute to the agent any amounts payable to the agent. 11) The Company or its affiliate reserves the right to recover any and all overpayments as outlined in the Humana Producer Contract which can be found at <http://www.humana.com/sellhumana>. 11) The Company or its affiliate reserves the right to recover any and all overpayments as outlined in the Humana Producer Contract which can be found at [humana.com/sellhumana](http://humana.com/sellhumana).

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