

# WINCENTIVES 2022

We're going all-in with  
our rewards program.

This year, you're set up to win with exciting sales opportunities. WINCENTIVES 2022 gives you more ways to earn extra money – each and every month – with no limits.

1,000

targeted leads with a direct mail campaign for every fourth application you write for underwritten Medicare Supplement Plans F, G or N.\*

Must be underwritten or Open Enrollment Plan N. From January 1, 2022 to December 31, 2022.

\$100

for every application you write for underwritten Medicare Supplement Plans F, G or N.\*\*

Minimum of four applications. Incentives retroact to first application. Must be underwritten or Open Enrollment Plan N. From January 1, 2022 to September 30, 2022.

\$25

for every application you write for qualifying Supplemental Health products.\*\*\*

Minimum of five applications. Incentives retroact to first application. From January 1, 2022 to December 31, 2022.

\$25

NEW

for every Flexible Choice Dental, Vision & Hearing application. Each month.\*\*\*

Minimum of five applications. Incentives retroact to first application. From January 1, 2022 to December 31, 2022.



Start earning your WINCENTIVES with Cigna Supplemental Benefits. Visit [AgentView](#) for tools and support.

Together, all the way.®



\*[Leads Incentive] Eligible in AK, AL, AR, AZ, CA, CO, CT, DE, FL, GA, HI, IA, ID, IL, IN, KY, LA, MD, ME, MI, MO, MS, MT, NC, NE, NH, NJ, NM, NV, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WI, WV and WY.

\*\*[\$100 Incentive] Eligible in AK, AL, AR, AZ, CT, DE, FL, GA, HI, IA, ID, IL, KS, KY, LA, MD, MS, MT, NC, NE, NH, NJ, NM, NV, OK, PA, SD, TX, UT, VA and VT.

\*\*\*[\$25/DVH Incentives] Incentive is available in all states where product is sold. Excludes Final Expense policies.

## General program rules

1. All marketing lead opportunities are subject to your state's regulations. Lead credits will expire 60 days from date of issue.
2. Cigna Supplemental Benefits will provide automated reporting on a monthly basis.
3. All qualifying applications must be signed during the program period to count toward the marketing incentive program. Policies must be received by the eighth day of each month following the close of the previous program month. For example, the first program period will run January 1 through January 31, 2022 and all policies must be signed by January 31, 2022 and received by February 8, 2022, to count for the January program month.
4. All qualifying business must either have a minimum issued annualized premium of \$360, or the sum of two policies written on a single insured must be equal to or greater than \$360.
5. Eligibility will be determined approximately 30 days after the program end date. Business must effectuate in order to qualify and must be active at the time of payment.
6. Policies must have premiums drafted to pay an incentive.
7. Policies that cancel before their effective date or within the first month after their effective date will have their incentive charged back.
8. Chargebacks will be taken from future incentive payments and/or from qualifying commissions.
9. Qualifying Cigna Supplemental products include Medicare Supplement, insured by Loyal American Life Insurance Company (LOYAL), American Retirement Life Insurance Company (ARLIC), Cigna Health and Life Insurance Company (CHLIC) and Cigna National Health and Life Insurance Company (CNHIC).
10. Qualifying Cigna Supplemental Health products include Flexible Choice Cancer and Heart Attack & Stroke, Cancer Treatment, Flexible Choice Hospital Indemnity and Accident Treatment, insured by Loyal American Life Insurance Company (LOYAL) and Flexible Choice Dental, Vision & Hearing, insured by Loyal American Life Insurance Company (LOYAL).
11. Marketing incentive payments are made payable to the producer or agency that receives standard commission payments.
12. Lead mailers will be provided through a Cigna-approved lead vendor.
13. Production numbers shown in other sources may include production with other products that do not count toward this marketing program qualification.
14. To qualify for this marketing incentive program, an agent's in-force policyholder block for all submitted business, in the past 13 months, must maintain: (i) a 78% retention rate or higher, and (ii) the company average placement levels.
15. Cigna Supplemental Benefits and its affiliates hold no liability during the program.
16. Any application that is counted for the marketing incentive program detailed in this flyer will not be eligible to qualify for any other incentive program offered by Cigna.
17. We reserve the right to revise program rules at any time without notice, and also reserve the right to terminate the program.
18. We will make all determinations regarding the program including, but not limited to, whether an agent is qualified. Our decisions will be final and conclusive.
19. Replacements do not count toward qualifications.
20. Your marketing incentive payout amount will count toward earnings and will be taxed accordingly.
21. Business written on self or immediate family members does not count toward qualification.
22. To qualify for this program, an agent must be in good standing with Cigna Supplemental Benefits and not violate the terms of the Agent Agreement.
23. Nothing herein is to be interpreted as a desire not to receive applications for Medicare Supplement policies from consumers desiring coverage without underwriting.



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