

# 2 Great Ways To Cash In On Your Great Performance!

*Combine our Quarterly DI Incentive with the Fast Start \$500 Bonus to earn \$800 with your first two applications.*



Jump start your profits and take advantage of these 2 great combined incentives!

## DI Quarterly Incentive\*

# \$300

You can earn **\$300** when 2 applications totaling \$2,000 annualized premium are paid within a qualifying quarter in 2018. And, you have the opportunity to earn more quarterly incentive cash!

## Fast Start Bonus\*\*

# \$500

You can earn **\$500** when 2 applications totaling \$2,000 annualized premium are paid within your first full quarter of being contracted with us.

See back for DI Quarterly Incentive and Fast Start Bonus specifics.

HO362 (12/16) Agent Use Only (continued on back)  
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### \*DI Quarterly Incentive Specifics

- 100% of the bonus will be paid after the end of the qualifying incentive period.
- Only writing agents are eligible for the incentive.
- Qualifying products are DI105 and BE105.
- Illinois Mutual determines the final recipients.
- You must have active agent status as defined by Illinois Mutual at the time of incentive payment. Your agent's contract with Illinois Mutual will control.

### The quarterly incentive has two additional incentive levels:

- Earn **\$600** when 3 applications totaling \$4,000 annualized premium are paid within the quarter that you qualify for the bonus.
- Earn **\$900** when 4 applications totaling \$6,000 annualized premium are paid within the quarter that you qualify for the bonus.

## TIPS TO HELP YOU QUALIFY!

### ○ 1 PERSON, 2 APPS

For business owner clients, you can sell 2 policies – an individual DI policy and a business expense DI policy.

### ○ 1 COUPLE, 2 APPS

If you are meeting with a couple, you could potentially sell two DI policies at one time. If you're meeting with one person, make sure to ask if he or she has a spouse who needs coverage also.

### ○ ARE YOU COVERED?

As an insurance agent, you should have DI coverage too and there's probably no easier client than yourself. Make sure you and your business are protected while earning extra cash!

### \*\*Fast Start Bonus Specifics

- You must meet the production requirements within your first full calendar quarter of being contracted with Illinois Mutual.
- Any DI applications issued and paid within your first full quarter qualify towards the paid annual premium goal of \$2,000.
- Only agents who have not previously written individual or business expense DI business with Illinois Mutual qualify for the Fast Start bonus.
- You can only qualify once for the Fast Start bonus.
- Qualifying products are DI105 and BE105
- Illinois Mutual determines the final recipients.
- You must have active agent status as defined by Illinois Mutual at the time of bonus payment. Your agent's contract with Illinois Mutual will control.

### Contact me for more information!

Qualifying business for this Incentive must be issued and paid for between the dates of the quarter in which you qualify for the bonus. The 2018 Incentive periods are as follows: Q1: 1/1 - 3/31/2018, Q2: 4/1 - 6/30/2018, Q3: 7/1 - 9/30/2018, Q4: 10/1 - 12/31/2018.

Policy Form DI105, Disability Income Policy  
Policy Form BE105, Business Expense Policy

Not available in AK, CA, DC, HI, or NY. Coverage and availability may vary in other states.

For policy costs and details of coverage, limitations, exclusions and terms, contact Illinois Mutual.

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