

PRODUCER BONUS INCENTIVE INFORMATION

- Any firm or any group agent that is licensed is eligible. Firms with multiple offices must qualify as individual locations. Individuals licensed as a Group General Agent or a Career Agent are not eligible for this bonus.
- For a case to count, the check and application must be received by Kansas City Life between Jan. 1 and Dec. 31 of the bonus year.
- All products are eligible.
- Any bonus paid on a case that does not stay inforce for 12 consecutive calendar months will be charged back to the future bonuses or commissions paid.
- Producers will be given credit for the same percentage for which they are being paid commissions.
- The bonus will be paid on or before March 31 following the bonus year.
- Cases with commissions greater than 15 percent do not qualify for the bonus.
- There is no limit on the overall bonus you may earn. However, the maximum on any one line of coverage is \$5,000.

LEVEL	BONUS	QUALIFYING STANDARD
1	2% of premium	4 cases with annualized premium of \$25,000 OR Minimum of 2 cases with annualized premium of \$50,000
2	4% of premium	8 cases with annualized premium of \$25,000 OR Minimum of 2 cases with annualized premium of \$125,000
3	6% of premium	12 cases with annualized premium of \$25,000 OR Minimum of 3 cases with annualized premium of \$250,000

SAMPLE BONUS CALCULATION:

CASE	TYPE	ANN. PREMIUM
1	Life/STD	\$12,000
2	Dental	\$40,000
3	Life/Vol. STD/LTD	\$25,000
4	Life/Vol. Life	\$50,000
5	Vol. STD/LTD	\$23,000
6	Life/STD/LTD/Dental	\$120,000
6 cases		\$270,000

Bonus Calculation: \$270,000 x .06 = \$16,200 ●

Kansas City Life has the right to modify or cancel the producer bonus incentive at any time. Bonus amounts paid will be disclosed as required by state and/or federal law.