Qualifying Credit (Apps*) Bonus Rate Maximum Level Bonus

| 1 – 10  | $10 each | 10 apps* earn $100 |
| 11 – 20 | $20 each | 20 apps* earn $400 |
| 21 – 30 | $30 each | 30 apps* earn $900 |
| 31 – 40 | $40 each | 40 apps* earn $1,600 |
| 41 or more | $50 each | No Limit! |

Your 41st application* could be worth $450!

*Bonus Contest Rules:
- “Applications” and “apps” are Life-Style® Final Expense applications issued and paid during the contest period. Policies where the initial premium is returned NSF, or which are Lapsed, Withdrawn, Declined or Not-Taken prior to bonus payment, are not eligible.
- Five applications are required to start qualifying for a bonus, but bonus levels and increases are retroactive to the 1st application.
- A Home Office counter offer on an application received before the contest period, but accepted and settled (issued and paid) during the contest period, will be counted toward the Bonus.
- Applications split between agents will be counted proportionately.
- Bonus awards will be paid in September, as soon as practical.
- Policies must be Settled and In-force to qualify for a bonus.
- Applications on Controlled/Family business will not count toward the bonus. The definition of Controlled/Family business is on page 5 of the Producer’s Guide.
- Agents with a 12-month inforce ratio below 70% are not eligible for this contest.
- All Home Office decisions concerning qualifiers and contest rules are final.

Here is an example: Assume that you submit 33 applications which are issued and paid (settled) during the contest period. However, the initial premium request on 4 of these policies is returned for insufficient funds (NSF). Now your net settled count is 29 and the bonus paid for 29 “applications” would be $870. Note however, if during the contest period two NSF checks were collected and honored, your bonus on 31 “applications” would be $1,240!