

Producer Incentive Programs



Loyalty
Growth
Production
Persistence

The Rewards Program

The REWARDS PROGRAM is “Cash on the Card”

USE Cash on the Card to:

- Buy Leads
- Pay Office Expenses
- Take a Weekend Retreat
- OR... You fill in the blank _____

PARTICIPATION

Open to all Active NCL Agents with an NCL contract who meets the Good Standing¹ and Business Quality² requirements.

QUALIFICATIONS:

1. Initial Qualification: 5,000 of Net Production Amount³ (NPA) with a minimum of 4 lives, issued within a 12-month period.
2. Thereafter: minimum 1,000 of Net Production Amount³ (NPA) issued within any 1-month calendar period.

REWARDS REIMBURSEMENT

Credit is calculated and given in the month following the month in which REWARDS Dollars are earned.

LIMITATIONS

Reward Dollars cap at \$120 per policy.

ELIGIBLE PRODUCTS

Credit is given for personally produced Life and Annuity policies.

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The Rewards Program Table

Net Production Amount (NPA) ³	LIFE: Dollars per 1,000 Life (NPA) ³	ANNUITY: Dollars per 1,000 Annuity (NPA) ³
5,000 and above	15	10



The Rewards Program - Preferred Agents⁴

Net Production Amount (NPA) ³	LIFE: Dollars per 1,000 Life (NPA) ³	ANNUITY: Dollars per 1,000 Annuity (NPA) ³
30,000 - 49,999	1.5	1.5
50,000 - 74,999	3	3
75,000 - 99,999	4.5	4.5
100,000 - 149,999	6	6
150,000 +	10	10

Rewards Program Example:

Mary wrote 5,000 of NPA within a 12 month period and received a REWARDS Card with a credit of \$75.

In succeeding months, Mary submitted, and had placed in force, 25,000 of Life NPA, with at least 1,000 of Life NPA in each calendar month, earning a credit to her REWARDS Card of \$375 ($25,000 \div 1,000 = 25 \times \$15 = \$375$). Mary received \$450 REWARDS in total.

In the next calendar year, Mary is recognized as a Preferred Agent⁴. In the prior calendar year, she met the minimum requirements to be a Preferred Agent, and had 30,000 of NPA. Now her REWARDS are calculated at 16.5 dollars per 1,000 of Life ($15 + 1.5$ Additional Incentive for Preferred Agents) and 11.5 dollars per 1,000 of Annuity NPA ($10 + 1.5$ Additional Incentive for Preferred Agents).

Mary has 19,000 of life NPA issued in a month thereafter, with 10,000 in one policy. Mary earns another \$120 (not \$150) from such policy, because REWARD\$ dollars are capped at \$120 per policy. From the other policies' Life NPA of 9,000, Mary earns \$148.50 ($9,000 \div 1,000 = 9 \times \$16.5 = 148.50$).

In addition, GPM Health & Life will retroactively consider the 30,000 of NPA placed in force prior to earning the Preferred Agent status. This 30,000 will now earn Mary an additional \$45 ($30,000 \div 1,000 = 30 \times \$1.5 = \$45$). Assuming Mary has not used her REWARDS Card since issued, she now has \$763.50 credit on her REWARDS Card, to spend as she likes.

- 1. GOOD STANDING** means that your business quality meets GPM Health & Life's minimum standards. Your eligibility is dependent upon your contract with GPM Health & Life remaining in "good standing".
- 2. BUSINESS QUALITY** means GPM Health & Life's minimum standards, as published on Agent Access, for the quality of business submitted to it. This may be measured by persistency ratios, placement ratios, decline ratios, or any measurement that GPM Health & Life may set or determine.
- 3. NET PRODUCTION AMOUNT (NPA)** means, for any time period, the Production Amount for policies placed in force during the period, less the Production Amount for those not taken. Production Amount is credited at 100% for Life Insurance annualized premium, and 5% for Annuity single premium and 1st year annualized premium.
- 4. PREFERRED AGENT** is an active agent who in the prior calendar year produced at least 30,000 of NPA, maintained a 13-month persistency ratio of at least 75%, and a placement ratio of at least 75%.

Preferred Agent Bonus Program

PREFERRED AGENT BONUS PROGRAM

is an annual Bonus earned through High Production and Quality Business.

Bonus Amounts increase with Production Increases, and as Higher Business Quality thresholds are met.

QUALIFICATIONS:

See qualification table below.

PARTICIPATION

Open to all Active GPM Health & Life Agents with an GPM Health & Life contract who meets the Good Standing¹ and Business Quality² requirements.

ELIGIBLE PRODUCTS

Credit is given for personally produced Life and Annuity policies.

BONUS REIMBURSEMENT

- Recognized as an GPM Health & Life Preferred Agent
- 50% - Errors & Omission (E&O) insurance costs.
- 50% - NAIFA Membership Fee
- 50% - NAIFA Course & Book Fees on following courses: CLU, ChFC, LUTCF, CSA or CASL

What it takes to earn GPM Health & Life's Preferred Agent Honor

- Produce a minimum \$30,000 in Net Production Amount (NPA)³
- Maintain a 13-month Persistency Ratio minimum of 75%
- Maintain a 13-month Placement Ratio minimum of 75%

Qualifications

MINIMUM Amounts Required for Qualification

	Net Production Amount (NPA) ³	13-month Persistency Ratio	Placement Ratio
PLATINUM	30,000	85%	80%
GOLD	30,000	80%	75%
SILVER	30,000	75%	75%

Bonus Table

All Amounts in Table are **MINIMUM** Amounts Required for Qualification

Net Production Amount (NPA) ³	PLATINUM	GOLD	SILVER
30,000	1,000	750	650
50,000	1,750	1,250	1,000
75,000	3,250	2,500	2,200
100,000	5,250	4,250	3,750
150,000	8,000	6,250	5,500
200,000	12,500	10,000	8,750
250,000	17,000	12,500	10,750
300,000	24,000+	17,500+	15,250+
300,001+	8% each dollar	5% each dollar	4% each dollar
	<i>% of each dollar over 300,000</i>		

PLATINUM

GOLD

SILVER

Name Your Ticket

The **NAME YOUR TICKET** Program is an earned vacation package with or without spending cash.

Choose one of the many Destination Choices available.

PARTICIPATION

Open to all Active GPM Health & Life Agents with an GPM Health & Life contract who meets the Good Standing¹ and Business Quality² requirements.

QUALIFICATIONS:

8 qualifying levels available. View the Name Your Ticket flyer for full details.

Minimum Qualification: \$35,000 Net Production Amount (NPA)³

Qualification Period:
September 1, 2015 through
August 31, 2016.



View flyer at:
www.nclife.com/nyt

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