

May Insurance **MIS** Services, Inc.

16th Top Producers Incentive Trip

JW Marriott Beach Resort Marco Island, Florida

May 24-27, 2020

Qualification Period: January 1, 2019 – December 31, 2019

Points awarded based on product sold and # of lives.

- 10 pts** **Group Medical:** Allied National; IHC Self-funding; HealtheChoices; Starmark; HR360 Wrap Doc (per grp)
- 10 pts** **Med Supp:** Aetna; Americo; Cigna; Mutual of Omaha companies
- 10 pts** **Senior Life & Individual DI:** All carriers
- 7 pts** **Group Medical:** Anthem MEWA; Anthem (51-99); IHC; MMO MEWA; MMO (51-99); National General
- 7 pts** **Group Medical GAP:** Beazley; IHC; Premium Saver
- 7 pts** **Medicare Advantage:** All carriers
- 5 pts** **Group Medical:** Allied National P MEC; Anthem ACA; Beazley P MEC; MMO ACA; Starmark P MEC
- 5 pts** **Indiv Indemnity:** Allied National; IHC
- 5 pts** **Med Supp:** Anthem; Medical Mutual
- 5 pts** **LTC/HHC:** All Carriers
- 5 pts** **Specialty:** Companion Life Defined Contribution
- 3 pts** **Group Medical:** Aetna Funding Advantage; UHC (5+ lives)
- 3 pts** **Group Dental:** Anthem; Companion Life; Delta Dental; Dental Care Plus; Kansas City Life; Reliance Std
- 3 pts** **Indiv Medical:** Medical Mutual; Molina; Oscar
- 1 pt** **Indiv Dental:** Dental Care Plus; Morgan White
- 1 pt** **Group Vision/STD/LTD:** Anthem; AUL; Companion Life; KC Life; Reliance Std

QUALIFICATION LEVELS

LEVEL 3 1,850 pts

3 Hotel Nights &
Airfare for Two

LEVEL 2 1,325 pts

3 Hotel Nights &
Airfare for One

LEVEL 1 825 pts

3 Hotel Nights only

Contest Rules: Only approved new business within contest period will be eligible • Minimum case count of 5 • All cases must be approved with effective dates 1-1-19 thru 12-31-19 • Only cases still inforce at the end of the contest period will count • All cases must be approved in writing by 1-31-20 to qualify • Individual medical credit given per insured member • Rewrites, Travel, & Short-Term cases do not count • Credit applies only to commissionable cases • Credit given only on products with override compensation • Number of lives credit applies to medical lives only on group business • No credit given on guaranteed issue Med Supp • Special consideration will be given for persistency and overall inforce block of business with MIS • An agency can have two qualifiers if they reach 2.5 times the individual qualifying level • MIS reserves the right to revise the contest rules or terminate the contest at any time without notice • MIS will make all determinations regarding the contest qualifications • MIS decisions are final & conclusive • No cash substitution.