

May Insurance Services, Inc.

15th Top Producers Incentive Trip

SAN DIEGO, CALIFORNIA

Spring 2019



Qualification Period: July 1, 2017 – Dec 31, 2018

Points awarded based on product sold and # of lives.

- 10 pts** **Group Medical:** Allied National; HealthChoices; National General; Starmark
Med Supp: Aetna Health & Life; CIGNA Health; Mutual of Omaha companies
Senior Life & Individual DI: All carriers
- 7 pts** **Group Medical GAP:** Beazley; Premium Saver
Group Medical: Anthem MEWA; Medical Mutual MEWA; Medical Mutual (51-99)
Medicare Advantage: All carriers
- 5 pts** **Group Medical:** Allied National P MEC; Anthem ACA; Starmark P MEC
Indiv Medical: Anthem; Medical Mutual; Molina
Med Supp: Anthem
LTC/HHC: All Carriers
Specialty: Companion Life Defined Contribution
- 3 pts** **Group Medical:** Aetna (2-50); UHC
Group Dental: Anthem; Companion Life; Delta Dental; Dental Care Plus; Kansas City Life; Reliance Std
- 1 pt** **Indiv Dental:** Dental Care Plus; Morgan White
Group Vision/STD/LTD: Anthem; AUL; Companion Life; KC Life; Reliance Std

QUALIFICATION LEVELS

LEVEL 4 2,700 pts

4 Hotel Nights & Airfare for Two

LEVEL 3 2,200 pts

3 Hotel Nights & Airfare for Two

LEVEL 2 1,600 pts

3 Hotel Nights & Airfare for One

LEVEL 1 1,000 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 7-1-17 thru 12-31-18 • Only cases still in force at the end of the contest period will count • All cases must be approved in writing by 1-31-19 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 in force 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.