



2018 BROKER BONUS PROGRAM



Find out how you can be eligible to win \$20,000.

MGIS 2018 Broker Bonus Program

At the conclusion of the 2018 sales year (February 1 through January 31), Brokers with the highest **Production Credit** premium will be paid:

- 1st place = \$20,000
- 2nd place = \$15,000
- 3rd place = \$10,000

Production credit is equal to 100% of new sales premium plus 15% of renewed in-force premium (up to \$75,000) for 2018

Specifics:

- New sales premium is credited for sales with effective dates in this sales year. It is calculated by multiplying the premium due for the first month of coverage by 12.
- Renewed in-force premium is credited for cases in-force at the beginning and end of the sales year. It is based upon the actual premium billed during the sales year.
- To be eligible, a broker must have \$500,000 of production credit.
- Premium is credited to the broker license and tax ID that receives commissions from MGIS. This is typically the broker firm. If an individual is to be paid, broker firm (employer) must confirm this to us.
- When multiple brokers are splitting commission on a policy and we are administering this commission split, we will credit each broker pro-rata. Except that 100% of the premium on cases written through an approved General Agent will be credited to the GA.
- Production credit is given for new lines of coverage sold to new and in-force policyholders.
- Increasing an existing line of coverage qualifies for production credit if it meets the below "additional-business" criteria:
 - Extends coverage to employees of a policyholder's affiliated companies not previously eligible under the policy
 - Provides coverage to employees from a business entity acquired by or merged with the policyholder
 - Extends coverage to classes of employees not eligible under the policy as of the policy's effective date
 - Increases the amount of insurance provided under the policy, including the addition of new riders
 - **And** the net annualized premium generated is at least \$5,000.
- New sales production credit is given when a new group is formed by splitting from an existing policyholder and a new MGIS proposal and policy number are issued to that new group.