

# 2024 Preneed agent incentive

**For qualifying Preneed Funeral insurance applications between Jan. 1, 2024, and Dec. 31, 2024.**

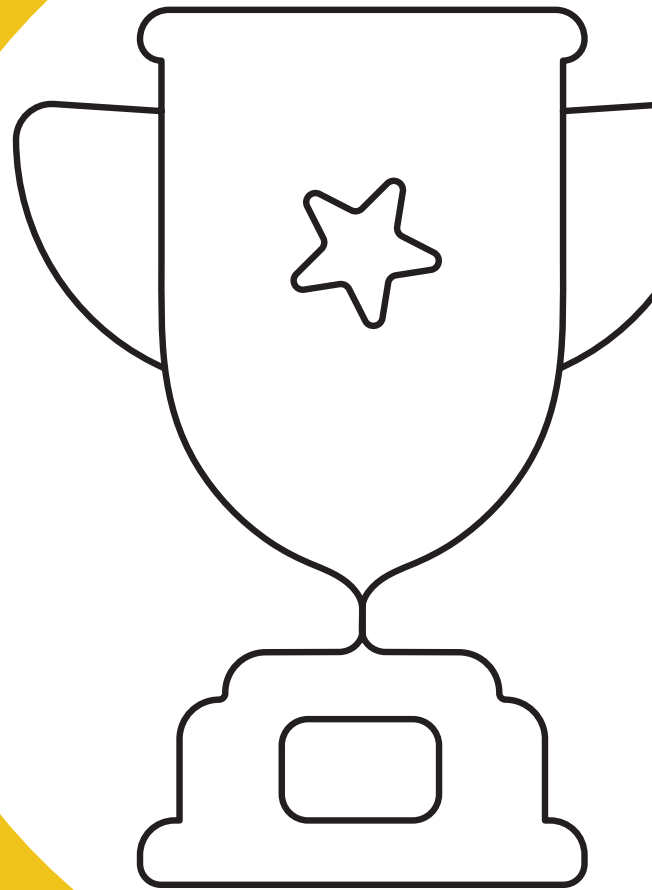
1. Agents will earn more on submitted and approved applications with face amounts of \$2,000 or more.
2. When agents reach each level and meet incentive qualifications, they receive the payout amount.

## Payout tiers

Net production requirement	Prize breakdown
\$500,000	\$1,000
\$700,000	\$1,000
\$850,000	\$2,000
\$1 million	\$2,000
\$1.25 million	\$2,500
\$1.5 million	\$3,000
\$2 million	\$3,500
\$3 million	\$5,000

## Example

\$2 million net production = \$1,000  
 +\$1,000 + \$2,000 + \$2,000 + \$2,500 +  
 \$3,000 + \$3,500 = \$15,000 total payout



## Want to learn more?

Reach out to your regional manager or contact Agent Sales Support by calling 866-689-1404 or emailing [preneedagentsupport@wellabe.com](mailto:preneedagentsupport@wellabe.com).

See back for details.

## 2024 Preneed agent incentive rules:

1. All participants are eligible to participate based on their own personal production. All qualifiers and agencies must be in good standing with Wellabe at the time of the prize payout. The incentive period is from Jan. 1, 2024, to Dec. 31, 2024.
2. Winners will not receive a form of compensation other than the awarded amounts listed on the incentive flyer.
3. Wellabe makes the final determination on incentive eligibility and reserves the right to discontinue or amend this promotion at any time.
4. The value of the incentive award will be reported as income to the awarded qualifier in accordance with the rules and regulations of the Internal Revenue Service. To the extent of the value of any incentive will be included in the agent's income, the agent will be responsible for any taxes due.
5. By participating in this program, you agree to release and hold harmless Wellabe, its affiliates, owners, employees, officers, directors, and agents from any and all liability for any injury, loss, or damage of any kind arising from or in connection with award eligibility or participation. This release shall include actual, special, incidental, consequential, or punitive damages connected in any way with eligibility and participation in this program.
6. The laws of the state of Iowa shall govern the rules related to this award program. Participants consent to the resolution of any disputes solely through the alternative dispute resolution procedures outlined in any agent or distributor agreement that may be in place between the agent and Wellabe.
7. Wellabe further reserves the right to make any final adjustments to incentive amounts previously paid, based upon policy activity, such as cancellations, that would have made the policies ineligible. All incentive decisions made by Wellabe are final. This incentive program is not transferable.
8. The end-of-month net sales volume is calculated during the first 1-7 business days after the month ends. Deposits will be sent electronically by the 25th of the month after the agent achieves the threshold.
9. Applications must be for a minimum for \$2,000 and agents must have a persistency of 85% at the time of payout.
10. Net production must be 85% of gross production at the time of payout.



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