

Physicians Mutual®

Lead Yourself Somewhere Legendary

SCOTLAND
APRIL 24-29, 2027

*Med Supp type exclusions apply. IN, SC and WI sales pay differently. See your Sales Manager or Incentive Guide for details.

PMA6261

For agent recruiting purposes only. Products and features vary by state. Please see State Summary for product details.

SALES INCENTIVE 2027 QUALIFICATIONS

Agent/Producer | Qualifying Period: January 1 – December 31, 2026 (12 months)

PRODUCTION CREDIT REQUIREMENT
300,000

PERSISTENCY REQUIREMENT
80%

TRIP OR CASH ELECTIONS
Trip or $4,000 cash

PRODUCTION CREDIT PER $1 ANBP

Annualized New Business Premium (ANBP) is not issued.

PRODUCT / TYPE	PRODUCTION FACTOR
Med Supp Innovative Plan G	2.0
Med Supp Underwritten (Plan F, G, N, High Deductible)	2.0
Med Supp Open Enrollment (Plan F, G, N, High Deductible)	1.0
Dental	1.0
Life	1.0
Cancer	1.0

TOP 10

PRESIDENT'S CLUB — TOP 10 AGENTS IN PRODUCTION CREDITS

Qualifiers who achieve the 2026 President's Club earn an extra night's stay.

Invitation/credits cannot be transferred or reassigned.

TOGETHER, WE CAN PROTECT MORE FAMILIES.
Thank you for making a difference!

PROTECT MORE LIVES. Our mission.

EARN MORE REWARDS. Your success.

MORE POSSIBILITIES. Make an impact.