



## A Cash Bonus Program with 5X the Opportunity to Earn More.

Cash 5X is a performance-based cash bonus program that can boost your earnings 5 times a year.

**Simple.** Achieve a quarterly Cash 5X credit goal and receive a quarterly bonus. Achieve the annual Cash 5X credit goal and receive an annual bonus.

**Consistent.** Cash 5X credits are the same as Conference credits. Keeping it easy for you.

**In the game.** With Cash 5X, you can still qualify for the annual bonus – even if you only qualify for one quarterly bonus.<sup>1</sup>

### Cash 5X Credit Levels

Hit these levels and get your bonus.

QUARTERLY		ANNUAL	
CASH 5X Credits	Bonus	CASH 5X Credits	Bonus
0 – 10,999	\$0	0 – 164,999	\$0
11,000 – 19,999	\$200	165,000 – 229,999	\$5,000
20,000 – 39,999	\$500	230,000 – 359,999	\$7,500
40,000 – 69,999	\$1,000	360,000 – 499,999	\$15,000
70,000 – 104,999	\$1,500	500,000 – 714,999	\$25,000
105,000 – 174,999	\$3,000	715,000 – 849,999	\$40,000
175,000 – 239,999	\$5,000	850,000+	\$50,000
240,000 – 339,999	\$11,000		
340,000+	\$25,000		

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#### ELIGIBLE PREMIUM

PRODUCT TYPE	Credit Weighting
1st Year Target / Term / Whole Life <sup>2</sup>	100%
1st Year Excess Life Premiums	3%
Flow and PIP Annuity Premium <sup>3</sup>	25%
Fixed Indexed Annuity Premium	5%
Multi-Year Guaranteed Annuity Premium	3%

### CASH 5X at Work for Agent Joe Cashola

PRODUCTS SOLD EACH QUARTER	CASH 5X CREDITS EARNED
\$25,000 of fixed Life at 100% crediting rate	25,000
\$35,000 in Annuity Flow at 25% crediting rate	8,750
\$15,000 in Annuity Flow increases to existing flow business at 25% crediting rate	3,750
\$150,000 in MYGA at 3% crediting rate	4,500
\$100,000 in FIA at 5% crediting rate	5,000
<b>Total CASH 5X Credits Earned in each Quarter: 47,000</b>	
<b>Total CASH 5X Credits Earned in Calendar Year: 188,000</b>	

#### QUARTERLY BONUSES EARNED

1st Quarter	\$1,000
2nd Quarter	\$1,000
3rd Quarter	\$1,000
4th Quarter	\$1,000
<b>Total CASH 5X Quarter Bonus Earned: \$4,000</b>	
<b>Total CASH 5X Annual Bonus Earned: \$5,000</b>	
<b>Total Bonus: \$9,000</b>	

1. You're required to achieve a minimum of two (2) qualifying policies per quarter to receive a quarterly bonus and eight (8) qualifying policies per year to be eligible for an annual bonus.

2. Based upon the total of your personal paid 1st year annualized target life sales. Credits are based on the lesser of the CTP or the AAP.

3. Paid by salary reduction/deduction payments and /or monthly bank draft. Subject to Premium Increase Program (PIP) rules and eligibility. See PIP Flyer for more information.

National Life Group® is a trade name of National Life Insurance Company ("National Life", "NLIC", or "NL"), Montpelier, VT, Life Insurance Company of the Southwest ("LSW"), Addison, TX, and their affiliates. Each company of the National Life Group is solely responsible for its own financial condition and contractual obligations. LSW is not an authorized insurer in New York and does not conduct insurance business in New York.

**For Agent Use Only - Not For Use With The Public**



## Program Rules & Requirements

1. This program is available to individual producers only. The term “individual producer” refers to any natural person appointed as an agent of companies with the National Life Group, except for the following: a) agents contracted through the affiliated channel or ValuTeachers; b) agents contracted through organizations who have opted out, with prior written permission, from participating in the Bonus program; or c) any other agent/organization determined at a future date to be ineligible.
  2. Credits are based upon the total of your qualifying life and annuity sales from 1/1/24 – 12/31/24. Each individual producer must meet the qualification requirements, stated on page 1 regardless of the date contracted, applying the Product Weightings described on page one. You’re required to achieve a minimum of two (2) qualifying policies per quarter to receive a quarterly bonus and eight (8) qualifying policies per year to receive an annual bonus.
  3. Licensed Only Agents (LOAs) and non-commissioned agents (NCAs) may qualify for the CASH 5X bonus program to the extent their agency allows.
  4. Definitions, Limitations and Exclusions:
    - a. Definitions
      - a1. 1st Year Annualized Flow Premium: The expected premium, subject to the limitations herein, to be received in the first policy year when considering the amount of initial payment, payment modes, special payment patterns and any other factors National Life Group deems relevant.
      - a2. Qualified Flow Increase: This occurs to the extent premium paid via salary reduction/deduction when annualized, exceeds the highest anticipated flexible premiums to be paid into the policy during a prior policy year. Subject to PIP rules and details.
    - b. Limitations
      - b1. Annuity sales in excess of \$2,000,000 of SPDA premium on a single life or \$100,000 in first year annualized flow on a single life.
      - b2. Single sum payments into existing FIA annuity policies during the first 5 policy years will receive .05 credit per premium dollar, single sum payments into existing MYGA annuity policies during the first 5 policy years will receive .03 credit per premium dollar subject to above maximum.
    - c. Exclusions
      - c1. Mutual funds, and variable annuity products are excluded. Only fixed proprietary life and annuity sales count towards qualification.
      - c2. Sales from SPIA, 3121 Plans, Group Unallocated Annuities or other products deemed to be ineligible.
  - d. We reserve the right to adjust Cash 5X credits to the extent we deem necessary for case size, family or controlled business, annuity sales that are the result of internal exchanges, or for any circumstances which we determine are not consistent with the intention of this program.
5. Policy Persistency & Placement Requirements
    - a. Life persistency: Producers with persistency of less than 65% and placement of less than 80% during program year 2024 may not be able to receive a bonus. Persistency is measured using the 24-month persistency measurement.
    - b. Annuity Persistency: Producers with annual annuity policy persistency of less than 95% and/or annualized flexible premium annual persistency of less than 82.5% during an incentive period may not be eligible to receive a bonus. Persistency is measured using the prior seven (7) year period for both policy and premium persistency.
  6. Credits are awarded in the year in which the policy is paid. No credits are given for sales that are “Not Taken.” A deduction of credits may occur in the current or subsequent year if the premium on which an award is based is not collected, is refunded for any reason, and/or the commission on a policy is wholly or partially charged back and/or the policy is fully surrendered in any year and there were single premium deposits within 12 months from the surrender date. The company will use its records to determine qualifications and make all judgments regarding applicable business.
  7. If you hold a securities license, you will need to consult with your Broker-Dealer to see if you are eligible for a bonus, based on your National Life Group annuity and life sales.
  8. You must be a producer actively writing with National Life Group, eligible to participate, and in good standing as of the date of payment to receive a bonus. If an agent is terminated for cause under any agent agreement with any company of National Life Group, then the agent will not be eligible for any payout from the CASH 5X bonus program. National Life Group reserves the right to determine eligibility based on company records. Any amount payable under the CASH 5X bonus program is subject to offset for any indebtedness owed to any company of the National Life Group.
  9. We reserve the right to modify or terminate the CASH 5X bonus program in all regards for calendar year 2023 and thereafter.
  10. Awards are taxable according to IRS Rules and a 1099 will be issued, to the extent applicable. Credits may not be transferred to another producer.

For more information on the CASH 5X bonus program contact:  
The National Life Group Sales Desk at 1-800-906-3310