

2018 BGA Bonus Program



We're keeping a good thing going...

As a part of this simple program, BGAs can qualify for a one-time bonus payment if they meet one of the qualifying thresholds for new sales in 2018. VUL, Whole Life, and US Life sales are not eligible for this program.

2018 BGA¹ Qualifications² for Cash Bonus³

Year End Annualized Planned Premium = Lump Sum Bonus Payout

BGA writes eligible premium⁴ of **\$500,000 = \$25,000** bonus paid by AGL

BGA writes eligible premium⁴ of **\$1,000,000 = \$75,000** bonus paid by AGL

BGA writes eligible premium⁴ of **\$1,500,000 = \$100,000** bonus paid by AGL

¹ BGA's are defined as agency managers set up as level 7 in our systems.

² Minimum of ten cases required.

³ Lump sum paid in first quarter of 2019.

⁴ Eligible Premium for Term sales is the Annualized Premium and for Permanent sales it is the Annualized Plan Premium not to exceed target in policy year one (second year rolling target premium does not qualify for this program).

Payment

- The bonus is a one-time payment and is not cumulative.
- The maximum bonus is \$100,000.
- Bonuses are calculated in January, following the qualification year, and paid before the end of the first quarter.
- BGAs must be active and in good standing at the time of payment.

Placement Rate Criteria

In order to qualify for the annual bonus payments the agency must meet specific placement criteria which are as follows:

- The Placement rate of the agency receiving payment must be at 60% or higher to receive the full bonus payment.
- If the agency receiving payment has a Placement Rate between 50% and 59.99% a partial payment of 50% will be made.
- If the agency has a placement rate below 49.99%, no payment will be made.
- AGL is the sole arbitrator of the Placement Rate Calculation and other methods or calculations will not be accepted.
- Placement rate can be found and defined on the BGA Performance Report posted in the Sales Report posted in the Sales Reports section of eStation monthly.
- No exceptions will be made to the placement rate criteria as defined above.



Questions? Please contact your American General Life representative.

AGL reserves the right to change, deny or terminate the bonus incentive program at any time without prior notice. All decisions pertaining to incentive programs, and any issues not covered by these guidelines will be determined solely by American General Life Insurance Company.

Policies issued by American General Life Insurance Company (AGL). Issuing company AGL is responsible for financial obligations of insurance products and is a member of American International Group, Inc. (AIG). Guarantees are backed by the claims-paying ability of the issuing insurance company. AGL does not solicit business in the state of New York. Products may not be available in all states and product features may vary by state. FOR FINANCIAL PROFESSIONAL USE ONLY - NOT FOR PUBLIC DISTRIBUTION

AGLC109357 REV1217 © 2017 AIG. All rights reserved.