

# MetLaw broker sales contest

MetLife is pleased to present the MetLaw broker sales contest. This program gives brokers the opportunity to earn additional compensation on new business.

## When will the contest begin?

The contest will begin immediately and will apply to groups that sell with effective dates from January 1, 2019 to December 1, 2019 (the "Qualification Period"). Groups already sold with those 2019 effective dates are included. Contest is for new business only.

## Eligible brokers<sup>1,2</sup>

Brokers (individual producers) who sell a competitor account takeover or sell three new accounts during the Qualification Period.

## How it works

A broker<sup>3</sup> may qualify for additional compensation based on one or more of the following activities. This is in addition to any other compensation the broker may receive from MetLife.

### Competitive takeovers<sup>4</sup>

The client already has an agreement in place with a group legal plan provider and switches exclusively to MetLaw.

- A Broker (an individual producer) that sells a competitor account takeover is eligible to receive an additional 5% compensation on the first year's estimated premium.
- Compensation will be paid three months after the case effective date and prior to March 15, 2020.

### Broker case volume compensation<sup>4</sup>

- A broker (an individual producer) that sells three or more new cases is eligible to receive an additional 5% compensation on the first year's premium.
- Compensation will be paid at the end of the Qualification Period, upon receipt of at least one month of paid premium. Payment will be made prior to March 15, 2020.
- Resales of existing business as well as broker take over of existing business is excluded.

How it works	Compensation amount
Sell three new accounts	Additional 5% of first year premium <sup>5</sup>
Sell one competitor account	Additional 5% of first year premium <sup>5,6</sup>
Sell three accounts with one being a competitor account	Additional 10% comp for competitor account, and additional 5% for non-competitor accounts

1. MetLife requires that the name of the individual producer is provided at the time of the sale to be credited towards qualification and payment, otherwise the sale will be excluded from the program.
2. General Agents and Third Party Administrators may not be eligible. Check with your local Account Executive to determine eligibility.
3. The primary broker will receive 100% of the qualification credit and payment where brokers split compensation.
4. Compensation amount will be paid in the same manner as the broker's base compensation.
5. Payment is based on the second month's annualized premium.
6. A one-time, lump sum payment will be calculated based on new cases effective during the Qualification Period.

Group legal plans are provided by Hyatt Legal Plans, Inc., a MetLife company, Cleveland, OH. In certain states, group legal plans are provided through insurance coverage underwritten by Metropolitan Property and Casualty Insurance Company and Affiliates, Warwick, RI. Payroll deduction required for group legal plans. For costs and complete details of the coverage, call or write the company.

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