



Downline Broker Bonus Program - 2024

Amwins Connect Insurance Services

Bonus Program Design

Downline Brokerages can earn up to 3% of annualized premium selling Beam Benefits suite of products through Amwins.

	2024 Annualized New Business Premium (2/1/24 - 1/1/25 Effectives)	Bonus % (Applied to all In-Force Annualized Premium on 1/1/25)
Tier 1	\$100,000 - \$299,999	1%
Tier 2	\$300,000 - \$599,999	2%
Tier 3	\$600,000 +	3%

Bonus Programs Terms and Conditions

- The program will only apply to Beam administered dental, vision, life, accident, critical illness, and hospital indemnity products. Disability products are excluded from the program.
- The Tier achieved in the bonus program is applicable to new business placed with Beam Benefits with 2/1/24 - 1/1/25 effective dates by a qualifying brokerage when said new business is quoted and implemented through Amwins, wherein new business either not quoted or implemented through Amwins will not be counted towards the 2024 Annualized New Business Premium amount .
- The Tier achieved will be based on new business annualized premium¹ placed with 2/1/24 - 1/1/25 effective dates and will be calculated by multiplying the 2nd month earned and collected premium² by 12 months.





- Each broker/brokerage will achieve tiers independent of all other brokers/brokerages .
- The Bonus will be paid based on the Bonus percentage of the tier achieved applied to the annualized premium of all business in force on 1/1/25. Annualized premium will be calculated by multiplying the 2nd month earned and collected premium by 12 months.
- The bonus will be paid fully at the attained bonus tier (e.g. \$650,000 in new business annualized premium will be paid fully at 3% across the \$650,000 in annualized premium).
- Bonus is a one-time payment that is separate and independent from commission and has no impact on rates. Bonus amount is expected to be paid in March 2025, but may be subject to change. Bonus payout is not guaranteed and eligibility, bonus amount, and payment is subject to Beam's sole discretion.
- Valid in all states in which Beam sells insurance, excluding NY. Beam Benefits may suspend or terminate this offer at any time for any reason. The personal information collected, processed and used as part of the promotion will be used in accordance with Beam Benefits Privacy Policy, which is available for your review at beambenefits.com/privacy
- In the case where two downline brokerages are splitting commission on a case, Beam will pro-rate the ARR for tier qualification as well as the ARR for payout calculation to each brokerage in proportion to their relative commission split percentages.
- Please check with your Beam representative to see if you're eligible. In order to be eligible for qualification and payment, the broker must be appropriately licensed and appointed and comply with all applicable laws and regulations, including, without limitation, those that apply to disclosure of compensation.

*Collected Premium defined as invoices paid between 2/1/2024 and 1/31/2025 related to groups with effective dates from 2/1/2024 to 1/1/2025, less any premium returned due to cancellations, reductions or overpayments.

¹Total Annualized Amount calculated as the value of a group's second month of coverage x 12 for groups still effective as of 1/1/2025.

Dental and vision insurance products underwritten by National Guardian Life Insurance Company (NGL), Madison, WI, marketed by Beam Insurance Services LLC (Beam Benefits Insurance Services LLC, in CA). Group dental policy form number NDNGRP 2020 and group vision policy form number NVIGRP 2020. Dental and vision products underwritten by Nationwide Life Insurance Company, Columbus, OH in NY, DE, ID, LA, UT, OH, TX, NM, NH, NC and NV (vision only). Dental coverage applicable to policy form GDTL AO L20, or state equivalent and vision policy form GVIS AO L20, or state equivalent. Dental and vision products administered by Beam Insurance





Administrators LLC (Beam Dental Insurance Administrators LLC, in Texas). Vision insurance products underwritten by Vision Service Plan (VSP) in WA. Vision insurance products administered by Vision Service Plan Insurance Company. Life insurance product is underwritten by Nationwide Life Insurance Company, Columbus, OH, marketed by Beam Insurance Services LLC (Beam Benefits Insurance Services LLC, in CA) and administered by Beam Insurance Administrators LLC (Beam Dental Insurance Administrators LLC in Texas). Life and AD&D coverage applicable to policy form GLIF AO L20, or state equivalent. Life product is not available to members living in Puerto Rico and product availability may vary by state. Program restrictions and exclusions apply. Accident, Hospital only Indemnity, and Critical Illness insurance products are underwritten by Nationwide Life Insurance Company, Columbus, OH, marketed by Beam Insurance Services LLC (Beam Benefits Insurance Services LLC, in CA) and administered by Beam Insurance Administrators LLC (Beam Dental Insurance Administrators LLC in Texas). Accident coverage applicable to policy form GCAS AO L20, or state equivalent, Hospital policy form GHOI AO L20, or state equivalent and Critical Illness policy form GCI AO L20, or state equivalent. Products not available in all states.

THIS IS AN EXCEPTED BENEFITS POLICY. IT PROVIDES COVERAGE ONLY FOR THE LIMITED BENEFITS OR SERVICES SPECIFIED IN THE POLICY.

National Guardian Life Insurance Company, Madison, WI, is not affiliated with The Guardian Life Insurance Company of America, a.k.a. The Guardian, or Guardian Life.

Nationwide and Beam Insurance Services LLC are separate and non-affiliated companies.

National Guardian Life Insurance Company, Two East Gilman, Madison, Wisconsin 53703

Nationwide Life Insurance Company, One Nationwide Plaza, Columbus, OH 43215

Vision Service Plan Insurance Company, 3333 Quality Drive Rancho Cordova, CA 95670

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