



Land & Expand Program Large Group (51+)

Achieve success in signing new clients by leveraging our Land & Expand Program to secure BORs. This plan targets specific NAIC Codes to offer cases that qualify, competitive Year 1 Pricing, as well as a Rate Cap of 9.5% for Year 2 Renewal. Also, using us to help you present to a prospect/client will earn you or your Account Manager a Mastercard Gift Card, even if the group does not sell. If the finalist presentation results in a sale, there is an additional \$75 PER SUBSCRIBER bonus paid on the first commission statement, in addition to the normal commission. This can mean some serious earning potential for you.

Click [here](#) for an illustration of both programs.

Time is running out to write cases for 2016 Renewals to which these programs apply. Additionally, to increase your year end bonus, you may just be a few subscribers away from hitting your next payout tier. Ask us how many subscribers you need and we will assist you in managing your prospect pipeline to identify cases we can close together and you can use to maximize your year end bonus.