

2020 UBA GROUP BENEFITS PARTNER REWARDS PROGRAM

ELIGIBLE LINES OF COVERAGE

- Basic Group Life (including Accidental Death & Dismemberment)
- Supplemental and Voluntary Life
- Short-term and Long-term Disability
- Statutory Disability (excludes Paid Family Leave)
- Standalone Accidental Death & Dismemberment
- Business Travel Accident
- Group Retiree Health (new sales only)
- DisabilityFLEX®
- Critical Illness
- Hospital Indemnity
- Voluntary Accident

Please see Schedule J for a list of exempt products.



REWARDING YOUR COMMITMENT AND BUSINESS GROWTH

We're excited to offer UBA your 2020 Group Benefits Partner Rewards Program. You'll have exclusive compensation opportunities to earn on both your inforce book and new sales. The program's reward is based on the value of your book of business as of December 31, 2019, and the value of your new cases. We look forward to our continued work in growing your business and further strengthening our partnership.

SUPPLEMENTAL COMPENSATION

Payable on Renewal Paid Premium (as of 12/31/2020)

Total Paid Premium as of 12/31/2019	Inforce Case Count Requirement as of 12/31/2020	2020 New Sales		Case Compensation Cap
		<\$100K	>\$100K	
<\$500K	N/A	0.00%	0.00%	-
>\$500K and <\$2.0M	10	0.50%	1.00%	\$50K
>\$2.0M and <\$5.0M	7	0.75%	1.25%	\$100K
>\$5.0M and <\$8.0M	5	1.00%	1.50%	\$250K
>\$8.0M	5	1.25%	1.75%	\$500K

NEW SALES COMPENSATION

Payable on Estimated Annualized New Sales

Minimum \$75K Annualized New Sales & 5 Lines or \$500K Annualized New Sales & 2 Lines		
Payment Factor	Annualized New Sales Eligible Premium	
	First \$2.5M per group policy	In Excess of \$2.5M
	5.25%	3.25%

QUESTIONS?

For more information about The Hartford Partner Rewards Program, please contact your representative from The Hartford.



Business Insurance
Employee Benefits
Auto
Home

This document provides an overview of The Hartford's compensation plans. Compensation plans may differ in availability by state. For a complete description of all terms and conditions, refer to the compensation plan at issue. In the event of a conflict with the descriptions contained herein, the terms and conditions of the compensation plan shall prevail.

This document provides an overview of benefits available to eligible appointed agents of The Hartford that are participating in The Hartford's Partner Rewards Program, which may be altered or terminated at any time. For a complete description of the terms of these programs, refer to the plan or benefit at issue. In the event of a conflict with the descriptions contained herein, the terms and conditions of the plan or benefit shall prevail. Participants of the 2020 Partner Rewards Program are under no obligation to recommend The Hartford on any quote or policy offered for acceptance and is not restricted from obtaining and presenting quotes to customers from other insurers. Certain benefits of The Hartford's 2020 Partner Rewards Program may be deemed to be part of an agency's base compensation from The Hartford.

The terms of this Program and The Hartford's ability to offer this Program are subject to review and acceptance by the New York State Department of Financial Services. Consequently, this Program will not take effect until and unless the New York State Department of Financial Services accepts this Program.

As a reminder, this document is Proprietary and Confidential and should not be disclosed to third parties by you except to insureds or prospective insureds. You are expected to comply with all applicable laws, including any pertaining to disclosure of compensation. You are also permitted to disclose to insureds and to prospects the terms of any compensation payable to you by The Hartford.

The Hartford® is The Hartford Financial Services Group, Inc. and its subsidiaries, including Hartford Fire Insurance Company, Hartford Life and Accident Insurance Company and Talcott Resolution Life Insurance Company. Its headquarters is in Hartford, CT.

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