



North American Life Plans, LLC

MARKETING ALLOWANCE GUIDELINES

NALP Advisors in good standing with NALP are eligible for a Marketing Allowance, based on first-year, paid, annualized production. The Allowance is on a reimbursement basis only, is not taxable income, and is not convertible to cash. This Allowance is in lieu of lead co-op programs; however, there may be special programs facilitated by the insurance carriers which could provide extra allowance dollars or extra production credit for their sales. The Allowance must be used within 90 days of award, cannot be used for expenses prior to award, and cannot be carried forward.

ALLOWANCE QUALIFICATION

- To be eligible, New Advisors must have completed their contracting and moved their carrier appointments to NALP.
- The Marketing Allowance will be determined each month. In order to qualify for the Marketing Allowance, the agent must have new, paid premium in that month.
- The premium is recorded at the time NALP receives the commission or override on the policy.
- The annualized premium amount is included on agent commission statements, if the agent is being paid on the policy by NALP.
- Premiums above target, the MEC, and all ancillary products do not count towards the premium total.
- The premium is annualized by calculating 12 months' worth of premium at the time the commission is received by NALP for all Long Term Care, Medicare Supplement, Life, Health and Supplemental Health products.
- The annualized premium is calculated as follows for Annuities, Medicare Advantage products, and Life Excess premium:
 - Annualized Annuity premium is credited at 4% of annuity total premium
 - Medicare Advantage is credited at the industry standard of \$1500/policy
 - Medicare Part D policies are credited at \$200 each
 - Life Excess premium is credited at 4% of total excess premium
- The annualized premium totals are based on all new, paid premiums received by NALP during a calendar month. This may not correspond to the date of the agent statement on which the annualized premium is included. For example, NALP may receive a commission on the 30th of a month, but it will not show up on the agent statement until the 15th of the following month. However, the premium will be counted during the month NALP receives payment.
- The amount of the marketing allowance is based on the following monthly totals:
 - \$1000 allowance: \$20,000+ in paid, annualized premium
 - \$500 allowance: \$15,000 - \$19,999 in paid, annualized premium
 - \$250 allowance: \$10,000 - \$14,999 in paid, annualized premium



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- No allowance: \$9,999 or less in paid annualized premium
- The marketing allowance is calculated after the mid-month pay day, when all commissions from the previous month have been totaled.
 - The Marketing Allowance list will be posted on the NALP Advisor website
 - The Marketing Allowance list will also be emailed to all Advisors

ALLOWANCE ADMINISTRATION

- The Marketing Allowance will not be paid directly to the agent, but will serve as reimbursement for marketing activities. The following is a list of approved marketing activities:
 - Social Media Marketing
 - Advertising
 - Telemarketing Leads
 - Lead Mailings
 - Print
 - News Releases
 - Search Engine Optimization
 - Radio
 - Billboards
 - Seminars
 - Association Marketing
 - New, innovative ideas that lead directly to increased sales
- The Marketing Allowance can NOT be used for:
 - Travel/Hotel/Transportation
 - Meals/Food/Drink/Entertainment
 - Staff/Consulting
 - Rent/Office Supplies/Equipment
 - Gifts/Gift Cards
 - Memberships/Dues/Fees
- NALP must pre-approve all expenses and reserves the right to make final decisions. The approval process is as follows:
 - Submit a Marketing Plan to Andy Dastur via email for approval
 - Plan must include:
 - Marketing Plan/Tactics
 - Projected Cost
 - Projected Results
 - Resources Needed
 - Implement Plan



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- The agent must submit an expense report and all receipts for marketing activities to Tammy Gendics at NALP. The report will be accepted via email only. All expenses and receipts must be submitted at one time.
 - The expense report should include:
 - Date of each transaction
 - Description, name of vendor, location, etc
 - Amount of each transaction in correct columns
 - Scanned, legible receipts
 - Email expense report/receipts to tgendics@lifeplansllc.com
- If the total of the receipts is less than the Marketing Allowance amount, only the total of the receipts will be paid. If the total of the receipts is greater than the total of the allowance, the full allowance will be paid.
- A reimbursement check will be sent within a week or two.

All marketing activities must be completed within 90 days of award of the allowance. Unused Marketing Allowance dollars will not roll over. They will expire if not used within the 90 days described above.

The Marketing Allowance program will be reviewed annually. NALP reserves the right to change the program as necessary.