



# 2026 MUTUAL SALES LEADERS

Medicare Supplement, Dental and Hospital Indemnity Products

## PRAGUE, CZECH REPUBLIC

### Eligibility

- You are eligible to earn the Mutual Sales Leaders trip to Prague, Czech Republic, based on the business you place with Mutual of Omaha as a brokerage producer (personal production only; individuals or agencies do not qualify based on business placed by down-line producers).

### Qualification Period

- Business placed between Jan. 1, 2026, and Dec. 31, 2026.
- All business must be placed (in force) by Dec. 31, 2026, to qualify.
- Mutual of Omaha will decide after Jan. 12, 2027, on who qualifies for the Mutual Sales Leaders trip to Prague, Czech Republic.

### Production Requirement:

- 275,000 production credits are required to qualify for the trip
- You earn production credits based on your net issued business, which is measured in Annualized New Business Premium (ANBP):

Product	Production Credit* per Dollar of ANBP
Medicare supplement	1
Medicare supplement guaranteed issue**	.25
Dental	1
Hospital indemnity	1

\*Excludes Washington, Medicare supplement applications and North Carolina Medicare supplement and Medicare Select Affiliate Conversions and Internal Replacement applications.

\*\*Medicare supplement guaranteed issue applications receive .25 credit in all states except Indiana, Montana, South Carolina, Oregon and Wisconsin Med supp applications earn 1 credit.

Note: Net-issued refers to ANBP on new business issues minus any ANBP chargebacks resulting from first year cancellations.

### Your Reward

- Only one invitation may be earned.
- The incentive travel takes place between March 19-24, 2027.
- Your invitation includes airfare, one double-occupancy standard hotel room, meals, tours and transfers for two people, age 18 or older.
- Your invitation is not redeemable for cash and is not transferable.
- You must be contracted and actively representing Mutual of Omaha at the time of the Mutual Sales Leaders trip.



