

2024 Sales Total	1-2M Credits	2-5M Credits	5M+ Credits
Additional Commission	25bps FIA, 8bps MYGA	50bps FIA, 15bps MYGA	75bps FIA, 25bps MYGA
Exclusive Events		●	●
Concierge Service		●	●
Accelerated Bonus Payouts			

1 STRONG COMPENSATION

Earn **more commission** the more you sell annuities with us. Receive the compensation in a single, lump-sum payment after the close of the year.

2 ELITE SERVICE

Get direct access to **a dedicated team**, including a new business case manager, wholesaler, and post-issue service representative, as well as express new business processing.

3 LEADERSHIP ACCESS

Receive **exclusive invitations** to conferences and events. Connect with Nassau's senior management and product development teams to share feedback and ideas.

5 contract/policy minimum required for compensation enhancements at all levels. Excludes MYAnnuity 5X placed premium in New York. Compensation based on placed premium, not credits.

To earn +100bps for FIA and +30bps for non-NY MYGA placed premium in 2025, you need to achieve 5M+ credits in 2024 and 2025.

REACH THE ELITE SUMMIT

HOW TO EARN CREDITS

- ✓ \$1 of FIA placed premium = 1 credit
- ✓ \$3 of MYGA placed premium = 1 credit¹
- ✓ \$1 of Med Supp annualized, placed premium = 14 credits

ELIGIBLE PRODUCTS¹

- ✓ Nassau Income Accelerator
- ✓ Nassau Bonus AnnuitySM
- ✓ Nassau Growth Annuity[®]
- ✓ Nassau Personal Income Annuity[®]
- ✓ Nassau Personal Protection Choice[®]
- ✓ Nassau MYAnnuity[®] 5X, 7X¹
- ✓ Nassau Simple Annuity
- ✓ Nassau Medicare Supplement Insurance

Other Important Details

1. Excludes MYAnnuity 5X placed premium in New York. Eligible products are subject to state approval and may not be available in all states.

Qualification period runs from Jan. 1, 2024 to Dec. 31, 2024. Placed premium excludes free looks and cancellations. Qualification credits only apply to placed premium of eligible products submitted with eligible firms. Participants must have an active contract and be in good standing to receive incentives. Final qualification remains at the sole discretion of Nassau. All compensation payouts remain based on actual fixed indexed annuity and MYGA placed premium, not qualification credits. Compensation increases are proportionally equivalent between Nassau's FIA and MYGA products. **5 contract/policy minimum for compensation enhancements at all levels.** Qualification credits or Elite qualification may not be transferred to another appointed individual/agent. All Elite Program payments will be subject to product charge back rules. Some event expenses related to you (and your potential guests) that are associated with the Nassau Elite Producer Program may be taxable to you and reported on a 1099-NEC. You should consult your tax advisor if you have questions about the tax treatment related to any event-related expenses or your individual situation. Nassau is unable to substitute cash equivalent or awards in lieu of attendance. 2024 and 2025 program details are subject to change at Nassau's discretion.

For producer use only. Not for use with the general public. Product sales must be appropriate, based on a comprehensive evaluation of the customer's financial situation needs and objectives. Product features, riders and availability may vary by state. Nassau Income Accelerator (ICC19EIAN, 19FIA), Nassau Bonus Annuity (19FIA3, ICC19FIA3), Nassau Growth Annuity (19FIA3, ICC19FIA3N), Nassau Personal Income Annuity (ICC19EIAN, 19FIA, 19ISN), Nassau Personal Protection Choice (ICC19EIAN, 19FIA, 19RN), Nassau Simple Annuity (18FADTCP and ICC18FADTCP), and Nassau MYAnnuity 5X/7X (18IFDAP and ICC18IFDAP/ICC18IFDANP) are issued by Nassau Life and Annuity Company (Hartford, CT). In California, Nassau Life and Annuity Company does business as "Nassau Life and Annuity Insurance Company." Nassau Life and Annuity Company is not authorized to conduct business in ME and NY, but that is subject to change. Medicare Supplement insurance is issued by Nassau Life Insurance Company of Kansas. Nassau Life and Annuity Company and Nassau Life Insurance Company of Kansas are subsidiaries of Nassau Financial Group. The insurers are separate entities and each is responsible only for its own financial condition and contractual obligations.