

BUILDING A BRIGHT FUTURE IN

ASHEVILLE

NORTH CAROLINA

PROVIDER
INCENTIVE
PROGRAM



BRIGHT IDEAS, BIG DREAMS



Dubbed “the budding hub for innovation,” Asheville is the perfect destination for our next Provider Incentive Program trip. After all, in 2018 we’ll be introducing our new universal benefit account platform that’s an industry breakthrough! Asheville and TASC both model how innovative cultures can operate in the 21st century.

Nestled in the breathtaking Blue Ridge Mountains of North Carolina, Asheville is a place where big dreams manifest into fulfillment and people collaborate on complex, difficult issues. They get the idea of risk and dreaming and breaking rules and paying it forward—much like the people of TASC.

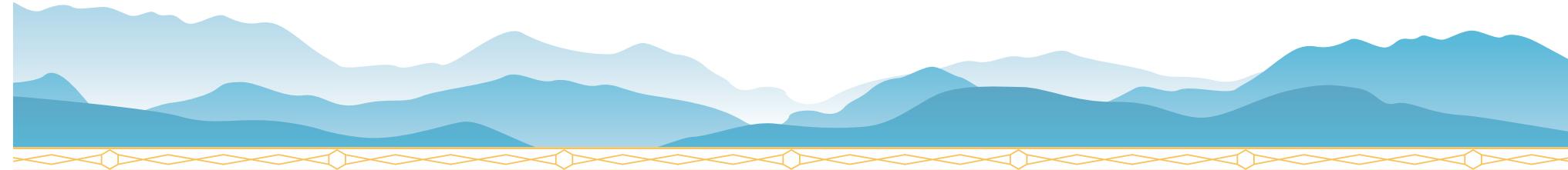
As the country’s largest privately held third-party benefits administrator, we must consistently prove ourselves as one of the most trusted and reliable benefits experts out there. With the launch of our new universal benefit account platform, we will revolutionize the industry.

Vital to our success are the partnerships we share with our distributor network, a robust team of brokers, agents, tax professionals, and financial planners. You are crucial to what we do. And we know you work hard to win Clients and to maintain their confidence and loyalty.

We believe in rewarding excellence—and our Provider Incentive Program does just that! This industry-leading commission program pays for new and renewal business alike, and unrivaled perks include gifts, cash, special memberships, and exceptional trips. It’s our way of thanking you for all you do to promote TASC.

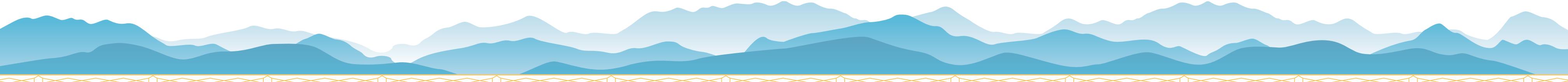


BE A TOP
PROVIDER IN
2018 AND
YOU’LL EARN
A LUXURIOUS
ESCAPE TO THE
MOUNTAINS OF
ASHEVILLE, NC.



WHAT AWAITS YOU AT THIS MOUNTAIN DESTINATION?

- ◆ A welcoming, vibrant location offering adventure and tranquility.
- ◆ VIP-style treatment at an exquisite 4-diamond property.
- ◆ The inside scoop on latest TASC news, service offerings, and innovations.
- ◆ Valuable industry “insider” meetings that will give you an edge on the competition.
- ◆ The finest food and drink.
- ◆ Exclusive excursions to absorb area culture and attractions.
- ◆ An opportunity to establish lifelong friendships with peers in the industry.



BLUE RIDGE PARKWAY

A protected national highway that offers excellent access to numerous trails, scenic overlooks, and cultural sites of interest.

ASHEVILLE, NORTH CAROLINA

National Geographic Travel identified Asheville as an “up-and-coming” city in its book, *World’s Best Cities: Celebrating 220 Great Destinations*. The book calls Asheville “a mecca of awesome mountain scenery, bohemian art, and high southern cuisine.”

Asheville is a compact hub of food, shopping, and entertainment. Many of the buildings date back to the 1920s, and the downtown area retains a charming mix of art deco, beaux arts, and gothic architecture.

From the depths of the ancient forests that blanket the Blue Ridge Mountains to the banks of the French Broad River, natural beauty is a constant backdrop for all of the city’s happenings.

Blue Ridge Mountains

Explore the Appalachians through hiking, canopy tours, and fly-fishing.

Restaurants

Named the “Biggest Little Culinary Capital in America,” with 250 independent restaurants. Known for embracing the farm-to-table concept well before the movement’s current popularity.

French Broad River

Offers a respite from the modern world. Float or paddle away from civilization.

River Arts District: Dozens of studios feature works of 200+ artists, from ceramics to glassblowing to folk art.

Biltmore Estate: A whopping 250-room French Renaissance-style mansion built by George Vanderbilt as his summer home in 1895. This one-time vacation retreat features more than four acres of floor space, magnificent gardens, and its own winery.

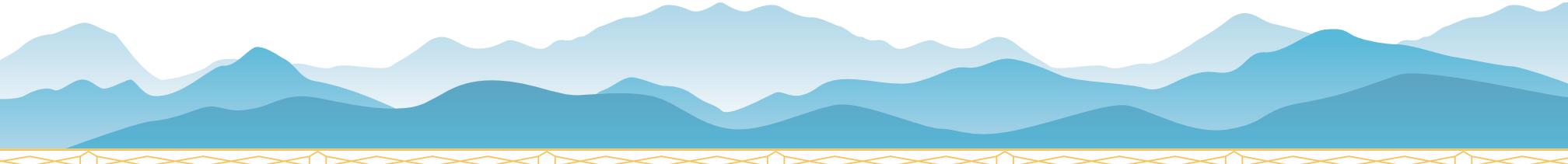
Shopping: A little something for everyone, including designer clothing, jewelry, and handmade leather goods.



CRAFT BEER

Named “Beer City USA” four years in a row.





OMNI GROVE PARK INN

Guests will experience the grandeur of The Omni Grove Park Inn, where traditional Southern hospitality and modern conveniences await within an idyllic and unmatched setting. The historic resort rests upon 160 beautiful acres of park land in the spectacular Blue Ridge Mountains.

- ◆ You'll want to tour the hotel where walls are lined with photos of dignitaries and stars who have stayed there over the last century.
- ◆ Immerse yourself in 43,000 square feet of exceptional tranquility and rejuvenation at The Spa.
- ◆ Golf at the legendary Donald Ross-designed 18-hole championship golf course.
- ◆ Meet local artists in their on-site shops.
- ◆ Enjoy a variety of food and drink—from an award-winning breakfast buffet to a craft beer pub to fine dining and a dueling piano bar.

WHO QUALIFIES FOR THE TRIP?

For Group Business:

Top 20 producing Individual Group Providers (minimum group products business worth \$35,000 in 2018) and top 30 Agency Group Providers (minimum group products business worth \$50,000 in 2018) will qualify for the trip.

For Microbusiness:

The seven top-producing Providers (minimum microbusiness products business worth \$26,500 in 2018) will qualify for the trip.

All program incentives are based on production value. (Declared Value of Annualized Fees x Production Value Multiplier = Production Value.)

Production Value Multipliers for the 2018 Program:

- ◆ AgriPlan and BizPlan: 3.0 x Declared Value
- ◆ FSA, HSA, Premium Only Plan: 1.25 x Declared Value
- ◆ COBRA, Form 5500, Non-Discrimination Testing, and PayPath: 0.75 x Declared Value
- ◆ ACA Employer Reporting: 0.5 x Declared Value
- ◆ All other service offerings: 1.0 x Declared Value

PROVIDER INCENTIVE PROGRAM

Our annual PIP Trip & Convention, held each spring, is the pinnacle of our incentive program. Throughout the year are other highpoints, including gifts, cash, and memberships.

Gifts — Each year, we choose a smart and useful TASC-branded gift to reward outstanding sales efforts. Receive and issue business worth \$6,000 in 2018 to earn this fabulous gift.

Cash — Monetary rewards accumulate through the year. Our Quarterly Cash Bonus Program is simply the best way to increase your commission on new TASC sales.

Providers earn a 7.5% bonus each quarter in which they reach \$7,500 in sales, and while the percentage stays the same from quarter to quarter, the production is cumulative, so by the fourth quarter, Providers can earn 7.5% on \$30,000+ in production.

Membership — Top Providers are recognized through our elite membership clubs, including the Blue Circle and President's Advisory Council.

Blue Circle — Our exclusive Blue Circle acknowledges superior sales performance and rewards your commitment to TASC. Providers who have achieved an exceptional renewal book of business are awarded membership and special recognition, and enjoy elite services and privileged updates about the latest benefits information. Some in the Blue Circle merit admission to our elite President's Advisory Council.

President's Advisory Council — This small group of our most productive and successful Providers offers vital feedback directly to senior management. Besides sharing opinions and insight, council members lend their industry expertise to help TASC craft and fine-tune current and future initiatives. PAC members attend one to two meetings per year and receive a \$1,000 credit toward the PIP convention attendance.



For additional details about our Provider Incentive Program, view the 2018 Rules Flyer at www.tascpip.com.





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BLAZING THE TRAIL

For more than four decades, TASC has blazed the trail of benefits administration, maximizing tax savings for employers and employees alike. We continuously add service offerings in response to market needs and new legislation to ensure our Clients are in compliance with regulations and safe from costly fines and penalties. Our services have transformed the lives of farmers and entrepreneurs, their families, and their neighbors in the broader community.

At the same time, we are always on the lookout for ways to serve our customers better, ways to provide a variety of service offerings that are essential, easy to use, and work well together. In response, we have built the smartest, most intuitive, and most secure platform in benefits administration from the ground up—a platform that will revolutionize how we do business.

The year ahead is going to be an exciting one, and we're glad you're on board for the journey.

Looking forward to winning the market together!

Andy Bartel, Chief Sales Officer