



# 2026 NASSAU ELITE PROGRAM

TOGETHER, WE RISE TO MEET NEW HORIZONS

FIA BONUS TIERS  
BY CREDITS

2-5M CREDITS

5M+ CREDITS

2025 ELITES

+75BPS

+100BPS

ALL OTHERS

+50BPS

+75BPS

**NEW!** NASSAU ELITE  
**FAST-TRACK<sup>1</sup>**

**+ 50BPS FIA**  
LIVE FROM 7/1 - 12/31/26  
1M CREDITS | 4 CONTRACTS



Compensation increases displayed for all eligible fixed indexed annuity (FIA) apply to placed premium in 2026; these vary for non-NY Multi-Year Guaranteed Annuity (MYGA) placed premium (see page 3). You must issue at least 5 contracts/policies in 2026 for bonus compensation at all levels. You must issue at least 5 contracts/policies in 2026 for bonus compensation at all levels (except Fast-Track). 2025 Elites ineligible for Fast-Track.

\$1 of FIA placed premium = 1 credit. \$3 of non-NY MYGA placed premium = 1 credit. \$1 of Med Supp annualized, placed premium = 14 credits.

For more information about Nassau Elite, call our sales desk at 1-888-794-4447.

**FOR PRODUCER USE ONLY. NOT FOR USE WITH THE GENERAL PUBLIC.**

# YOUR PARTNER FOR YEARS TO COME

Our sales reached an all-time high in 2025, thanks to the strong partnerships we've developed with producers like you. In 2026, we're laser-focused on building upon that momentum by collaborating closely with Elite producers throughout the year.

Our product portfolio remains consistently competitive, backed by our best-in-class service team that's never been stronger. We're here to help every client you serve retire confidently.

We have your back. We're always working harder to be your carrier of choice.

Regards,

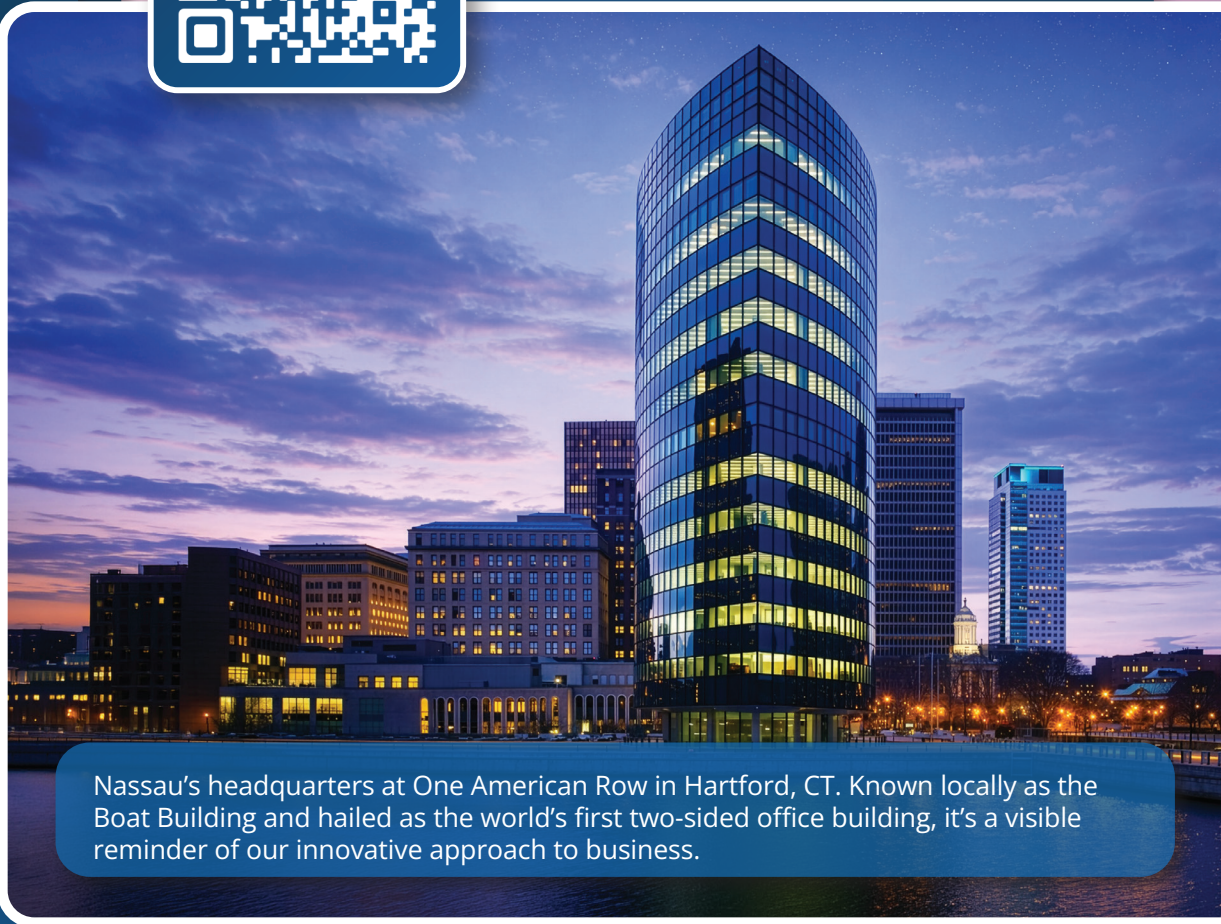


A handwritten signature in white ink that reads "Tom Buckingham".

**TOM BUCKINGHAM**  
CHIEF GROWTH OFFICER



SCAN OR CLICK TO  
LEARN MORE ABOUT NASSAU ELITE  
[NFG.LINK/ELITE26](https://nfg.link/elite26)



Nassau's headquarters at One American Row in Hartford, CT. Known locally as the Boat Building and hailed as the world's first two-sided office building, it's a visible reminder of our innovative approach to business.

## NASSAU ELITE 2026 PROGRAM

**WORKING HARDER  
TO BE YOUR  
CARRIER OF CHOICE**



# 2026 NASSAU ELITE PROGRAM

TOGETHER, WE RISE TO MEET NEW HORIZONS



**NEW!** NASSAU ELITE  
**FAST-TRACK<sup>1</sup>**

## PRODUCER BONUS COMPENSATION POTENTIAL

2-5M CREDITS

5M+ CREDITS

2025 ELITES

+75BPS FIA, +25BPS MYGA

+100BPS FIA, +30BPS MYGA

ALL OTHERS

+50BPS FIA, +15BPS MYGA

+75BPS FIA, +25BPS MYGA

**+ 50BPS FIA**

LIVE FROM 7/1 - 12/31/26  
1M CREDITS | 4 CONTRACTS

## IT PAYS TO QUALIFY CONSECUTIVELY

### 2025 ELITES

**NEW!**

**Faster Payouts:** Quarterly bonus payouts in 2026 are now based on being on track for 2M+ credits in 2026.

### ALL OTHERS

**All Others:** One lump-sum payout in early 2027.

	FIA	MYGA
2026 PREMIUM	\$2M	\$1.2M
2026 CREDITS	2M	400K
BONUS	75BPS 0.0075	25BPS 0.0025
2026 PREMIUM X BONUS =	\$15K	\$3K

**TOTAL BONUS: \$18K**

	FIA	MYGA
2026 PREMIUM	\$2M	\$1.2M
2026 CREDITS	2M	400K
BONUS	50BPS 0.0050	15BPS 0.0015
2026 PREMIUM X BONUS =	\$10K	\$1.8K

**TOTAL BONUS: \$11.8K**

## REWARDS FOR ALL 2026 QUALIFIERS

### DEDICATED CONCIERGE 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.

### SENIOR LEADERSHIP ACCESS

Receive **exclusive invitations** to conferences and events. Connect with Nassau's senior management and product development teams to help shape the future of Nassau.

You must issue at least 5 contracts/policies in 2026 for bonus compensation at all levels (except Fast-Track). Comp based on placed premium, not credits. Excludes MYAnnuity 5X placed premium in NY. 2025 Elites ineligible for Fast-Track.



# YOUR PATH INTO NEW TERRITORY

WORKING HARDER  
TO BE YOUR  
CARRIER OF CHOICE



CLICK OR SCAN TO  
**LEARN MORE ABOUT  
NASSAU'S 2026  
ELITE PROGRAM**

## IMPORTANT DISCLOSURES

1. **Fast-Track:** Place 1M credits and a minimum of 4 contracts/policies between 7/1 and 12/31 to earn +50bps for FIA and +15bps for non-NY MYGA sales in 2026. Nassau Elite 2025 qualifiers are ineligible for this program.

2. 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, 2026 to Dec. 31, 2026 (except Fast-Track).** 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.

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. 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 Bonus Annuity Plus (23FIA4, ICC23FIA4), Nassau Income Accelerator (ICC19EIAN, 19FIA, 19ISN), 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.

## HOW DO YOU EARN CREDITS?

\$1 OF FIA PLACED PREMIUM = 1 CREDIT

\$3 OF MYGA PLACED PREMIUM<sup>2</sup> = 1 CREDIT

\$1 OF MED SUPP ANNUALIZED,  
PLACED PREMIUM = 14 CREDITS

## ELIGIBLE PRODUCTS<sup>2</sup>

NASSAU INCOME ACCELERATOR  
NASSAU PERSONAL INCOME ANNUITY<sup>®</sup>  
NASSAU PERSONAL PROTECTION CHOICE<sup>®</sup>  
NASSAU BONUS ANNUITY PLUS<sup>®</sup>  
NASSAU BONUS ANNUITY<sup>®</sup>  
NASSAU GROWTH ANNUITY<sup>®</sup>  
NASSAU MYANNUITY<sup>®</sup> 5X, 7X  
NASSAU SIMPLE ANNUITY  
NASSAU MEDICARE SUPPLEMENT INSURANCE

WANT  
MORE  
INFO?

CALL OUR SALES DESK AT  
**1-888-794-4447**