

FALL SMALL GROUP BONUS

There has never been a better time to offer top-rated Kaiser Permanente plans.*

From September 1, 2019, through January 31, 2020, earn additional compensation for new small group sales.

During this bonus period, all small group plans are available to sell. This includes even our new HMO Plus and DHMO Plus products.

As an agent, for every new group you sell in each size category below, you will receive a new gift card in the amount shown in the chart below, paid directly to you. The larger the group, the more you earn.

For more information about this and other Kaiser Permanente broker compensation and bonus plans, or to schedule a tour of our new medical centers, contact your sales representative or call **866-523-0924.**

Kaiser Permanente small group bonus
9/1/19–1/31/20

Group size (subscribers)	6 – 10	11 – 15	16 – 20	21 – 25	26+
Per group bonus gift card amount	$1,000	$2,000	$3,000	$4,000	$5,000

Double Down in December

Earn double the bonus for any December 2019 small groups. For example, you will earn $2,000 for an 8-person subscriber group with a December effectiveness date.

*The private plan of Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc., is rated 5 out of 5 among health insurance plans in NCQA's "Health Insurance Plan Ratings 2018-2019." This is the highest-rated plan available to small businesses. The ratings are based on measures of consumer satisfaction and clinical quality in prevention and treatment services. Visit reportcard.ncqa.org for more information.

KAISER PERMANENTE®

Eligibility, details, and fine print

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente) agencies and brokers are eligible. Payment is contingent upon receipt of all required broker documentation including an executed broker/agent agreement, proof of E&O coverage, appropriate marketplace certification(s) in Maryland, Virginia, and/or the District of Columbia, and a W-9 form for both the Agent and Agency receiving the bonus.
- The bonus program is for new groups sold with effective dates beginning September 1, 2019, through January 31, 2020.
- Agencies not qualified as of September 1, 2019, can attain qualification during the bonus plan period.
- For the bonus, a new small group is defined as those with 6 – 50 full-time-equivalent eligible employees that have not had a contract with Kaiser Permanente in the previous six months.
- This program does not affect commission payments; Bonus Program rewards are paid in addition to scheduled commission payments.
- Eligible employees not enrolled with Kaiser Permanente are not included in the group sales bonus calculation.
- The new Group Agent bonus will be paid directly to the broker representative (i.e., the Agent) upon the discretionary approval of sales management.
- The new Group Agent bonus will be paid following the final month of the bonus period together with normal commission payments. The payment is anticipated to be made in April 2020.
- Kaiser Permanente will only pay compensation to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located.
- Sales Bonus Programs may also include payments resulting from other bonus/incentive programs offered by Kaiser Permanente.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente.
- Kaiser Permanente reserves the right to change the terms and conditions of the program after the end of a designated period of the program.
- Kaiser Permanente and/or its designated representatives retain sole discretion over the interpretation of the terms and conditions of, and any or all provisions in, this compensation plan and over resolution of any disputes from this compensation plan.
- Bonuses will be reported and disclosed in accordance with Kaiser Permanente policy and applicable law.
- Brokers who fail to comply with the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment.