

For brokers, general producers and full-service producers

*Not intended for distribution to groups or members*

Date: October 1, 2018

Market: **51-199**

## **Great News – Special Broker Renewal Bonus for December 2018 and January 2019!**

CareFirst BlueCross BlueShield (CareFirst) is pleased to implement a special broker bonus program for 51-199 group renewals for December 2018 and January 2019.

Brokers will be paid an additional \$30 per contract for the first 99 contracts on each group, and \$20 for the next 100 contracts on the same group. For example, if a January group renews with 110 contracts, the payment will be \$2,970 (\$30 x 99) plus \$220 (\$20 x 11) for a total bonus payment of \$3,190 on this group.

We also want to remind you about what's already available. Don't forget, earlier this year CareFirst increased your new business bonus to \$125 per medical contract. Plus, new dental contracts will earn \$10 in bonus. See your 2018 CareFirst Agent Agreement for Group Market Products for details or ask your broker sales representative.

### **For more information**

Should you have any questions, please contact your broker sales representative.

We look forward to a strong finish this year and a bright beginning in 2019! We are here to help you sell – and keep – CareFirst business.

Sincerely,



Timothy Matthews  
Vice-President, Sales  
Small-Medium Group SBU