

NEW! Bonus for Baltimore Small Groups

Highest compensation ever offered by Kaiser Permanente for new small groups in the Baltimore area*

From April 1 through July 1, 2017, earn additional compensation for new small group sales in Baltimore and the surrounding counties.*

All small group plans are available to sell, even our new Kaiser Permanente Flexible Choice three-tier POS option plans featuring the Private Healthcare Systems® (PHCS)/Multi-Plan® PPO networks.

As an agent, earning this special two-part bonus is simple:

- For every group you sell in each group size category below, you will receive a gift card in the amount shown, paid directly to you. The larger the group, the more you earn.
- Additionally, at the end of the bonus period, your agency will earn \$5,000 for every 50 subscribers you enrolled.

Our rapid growth in Maryland means there has never been a better time to offer top-rated† Kaiser Permanente plans.

- Kaiser Permanente offers the lowest small group rates of every Baltimore competitor in every metal tier in 2017.
- We are expanding our services with two new facilities opening this spring:
 - > Abingdon Medical Center in Harford County
3400 Box Hill Corporate Center Dr., Abingdon
 - > North Arundel Medical Center
7670 Quarterfield Rd., Glen Burnie
(Replaces our smaller Severna Park location.)

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 Baltimore small group bonus 4/1/17 - 7/1/17

Group size (subscribers)	6 - 10	11 - 15	16 - 20	21 - 25	26+
Per group bonus gift card amount	\$500	\$750	\$1,000	\$1,500	\$2,500

Additional \$5,000 bonus paid to agency for every 50 subscribers enrolled.

* Group Address must be located within Baltimore City, Baltimore County, Harford County, Howard County, or Anne Arundel County (i.e., Rating Area 1 as defined by CMS).

† The private plan of Kaiser Permanente of the Mid-Atlantic States, Inc. is rated 5 out of 5 among health insurance plans in NCOA's "Health Insurance Plan Ratings 2016-2017." Out of 500 plans rated, it is the only one in Maryland, Virginia, and Washington, DC, and one of only 13 nationwide to earn the 5 out of 5 rating. The ratings are based on measures of consumer satisfaction and clinical quality in prevention and treatment services.

Eligibility, details, and fine print

- Group Address must be located within Baltimore City, Baltimore County, Harford County, Howard County, or Anne Arundel County (i.e., Rating Area 1 as defined by CMS).
- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (KFHP-MAS) 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 April 1, 2017 through July 1, 2017.
- Groups must have 1-50 full-time equivalent eligible employees.
- Agencies not qualified as of April 1, 2017, 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 KFHP-MAS in the previous six months.
- This program does not affect commission payments; Bonus Program rewards are paid in addition to scheduled commission payments.
- New active subscriber is defined as an eligible employee who enrolls with KFHP-MAS under a new group contract that did not exist before April 1, 2017.
- Eligible employees not enrolled with KFHP-MAS 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 Agency bonus will be paid following the final month of the bonus period with normal commission payments. The payment is anticipated to be made by September 15, 2017.
- KFHP-MAS 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 KFHP-MAS.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by KFHP-MAS.
- KFHP-MAS reserves the right to change the terms and conditions of the program after the end of a designated period of the program.
- KFHP-MAS 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 KFHP-MAS policy and applicable law.
- Brokers who fail to meet the provisions of the KFHP-MAS broker/agent agreement are not eligible for payment.