

Kaiser Permanente BROKER blast

November 3, 2017

Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente) is updating broker compensation plans for 2018.

Kaiser Permanente's group Book of Business Bonus has new, higher rates and a new tier. The rewards are now even greater. Also, the qualifying level is 100 subscribers, making it easier than ever to earn a year-end bonus. For more information on the details and eligibility guidelines of the 2018 Kaiser Permanente broker bonus programs, please click on the following link: [2018 Kaiser Permanente Broker Bonus Programs](#).

The Kaiser Permanente broker group compensation plan will continue to be based on **per subscriber per month** (PSPM) rather than percent of premium. For more information and to view the PSPM rates, please click on the following link: [2018 Kaiser Permanente Group Broker Compensation Plan](#).

For information about individual plan compensation, please click on the following link: [2018 Kaiser Permanente for Individuals and Families Plan Compensation Plan](#).

Don't forget the fall small group sales bonus program. It rewards brokers for selling new groups with 6-50 eligible employees in September, October, November, December, and January. Additional information, details, and eligibility guidelines can be found in the attached flyer. To view or download the flyer, please click on the following link: [Small Group Sales Bonus Program](#).

If you have any questions on these programs, please contact your Kaiser Permanente sales representative. We look forward to growing our partnership and delivering a great end of the year and an even better 2018 for you and your clients!