

Kaiser Permanente BROKER blast

October 2018

Looking for follow-up information from the Kaiser Permanente Fall Broker Forums? Were you unable to attend and want to learn what you missed? We've called out highlights of the presentation here, and you can download the [Broker Forum slide deck](#).

Don't miss these important updates!

We made some updates to our 2019 commissions schedule:

- \$100 PSPY for new KPIF subscribers in Virginia
 - Our small group range is now 1-50 eligible employees at \$35 PSPM. Our mid-size range is now 51-250 eligible employees at \$30 PSPM.
- See slides 26 – 33 of the Broker Forum deck for additional information about our 2019 commissions and bonus programs.*

We created two broker landing pages for our 2018 new products.

Check them out today to find all the information, training and resources you need to sell our new products.

- [Small Group – 2018 New Products](#)
- [Mid/Large Group – 2018 New Products](#)

See slides 13 – 21 of the Broker Forum deck to learn more about our new products.

We recently added a Training section to our [BrokerNet Selling plans page](#).

You can visit this page to find all the most relevant trainings you need to sell Kaiser Permanente, including our three new broker education videos:

- [We Are KP](#)
- [HMO Plus & Deductible HMO Plus](#)
- [HSA-Qualified Flexible Choice & Deductible Flexible Choice](#)

See slide 24 of the Broker Forum deck for an overview of our broker learning series.