

# BROKER BLAST

August 2020

## More ways to increase earning potential with Kaiser Permanente

### New Small Group Fall Bonus and Race to the Top extended

Kaiser Permanente has two exciting bonus opportunities offered this fall and into 2021.

**Small Group Fall Bonus** is re-launching for all new groups sold with effective dates between September 1, 2020 through January 31, 2021. The larger the group, the more you earn!

For every new group you sell in each size category, you will earn a gift card paid directly to you.

For additional information, details and eligibility guidelines, [download the Small Group Fall Bonus flier](#).

**Race to the Top Bonus** has been extended another year! You can continue to earn up to \$2,750 on new 51+ eligible groups sold in specific NAIC codes through September 30, 2021.

Race to the Top also offers:

- Competitive rates up front, potentially up to 20% below renewal for prospects
- An 8% rate cap, one-year rate on HMO products for companies that expand to 150 or more enrolled members

In Spring 2020, we added Construction NAIC codes, so you can work with your Construction groups and prospects for an additional year and still qualify for this bonus.

For additional information, details and eligibility guidelines, [download the Race to the Top Bonus flier](#).

To learn more about all our bonus opportunities visit our [Broker Bonus Programs page on BrokerNet](#).