

MULTISTATE BROKER BONUS GUIDE | NATIONAL

Your multistate sales can pay off big in 2020 and beyond

Increase your earnings with our bonus and reward programs, while providing your clients with convenient, high-quality care and coverage. This chapter highlights the **Multistate New Sales Bonus** available when enrolling groups in 2 or more Kaiser Permanente regions.

Sell a new multistate account and get an extra bonus

Effective October 1, 2020, you can **earn an extra \$50 per subscriber** for enrolling a new commercial group with:

- 51 to 2,999 eligible employees
- Employees in 2 or more Kaiser Permanente regions

This bonus will be paid in addition to any other commissions or applicable regional bonus programs. See details and rules below about this new opportunity to earn even more with Kaiser Permanente.

► Program rules

- Effective October 2020 through January 2022.
- Applies to new and expansion multistate groups.
- Payee must be the broker of record or agent of record on the date of payment.
- Total of all bonuses paid under this program is capped at \$50,000 per group.
- Bonus will be paid as a one-time payment, in addition to other applicable regional bonuses.

Maximize your rewards with regional bonuses

Pair this Multistate New Sales Bonus with applicable regional bonus programs to maximize your rewards.

► **Example: Potential payout for multistate new group¹**

New sales programs	Subscribers enrolled	Bonus amount	Total
Mid-Atlantic States New Sales Bonus	251	\$50,000 lump sum	\$50,000
Northwest New Sales Bonus	201	\$5,000 lump sum	\$5,000
California Group Production Reward	25	\$1,000 lump sum	\$1,000
Total # of subscribers	477		\$56,000
Multistate New Sales Bonus ²	477	\$50 per subscriber	\$23,850
Total potential bonus amount³			\$79,850

For more information about Kaiser Permanente's rewards and bonus offerings, contact your Kaiser Permanente sales representative.

1. Payable in addition to qualified regional new sales bonus programs. Refer to your regional bonus programs for regional bonus rules and exclusions. 2. Multistate New Sales Bonus is based on the total number of subscribers enrolled across multiple regions. 3. Total potential bonus amount when combining regional bonuses with Multistate New Sales Bonus program.

Note: Bonus is for enrolled subscribers. Out-of-area subscribers aren't included in the payment calculation. General Agents are excluded from this program. New sales enrolled subscribers must be active for the first 90 days to qualify for bonus calculation. Multistate New Sales Bonus will be paid 120 days from group's effective date. Participating brokers must be in good standing and appointed by Kaiser Permanente, with a current signed Kaiser Permanente broker agreement and must be the broker of record for the group at the time of payout. Bonus program is subject to change at any time.