

Earn more with the **SELF-FUNDED GROUP BONUS**



There has never been a better time to offer top-rated¹ Kaiser Permanente plans

The new Self-Funded Group Bonus sales incentive program from Kaiser Permanente gives you the opportunity to increase your earnings potential on self-funded groups in 2020.

Are you ready?

Contact us today to learn more.

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How the program works

Shop a self-funded group with Kaiser Permanente and earn \$1,000 in gift cards.	Sell the group and earn \$5,000 in gift cards.
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Producers can earn up to \$6,000 per group sold!

Who's eligible?

- Self-funded groups with an effective date of July 1, 2020 through December 31, 2020.
- Groups must have a minimum of 100+ eligible employees in the District of Columbia, Maryland, or Virginia.

Why sell Kaiser Permanente health care plans?

Are your self-funded clients receiving the highest quality care?¹ If not, it's time to offer Kaiser Permanente.

For more information about the Self-Funded Group Bonus or other broker compensation and bonus plans, or to schedule a tour of one of our new medical centers, contact your sales representative or call **866-523-0924**.

¹In the National Committee for Quality Assurance (NCQA) 2019-2020 Health Insurance Plan Ratings, Kaiser Permanente of the Mid-Atlantic States' private health plan is rated 5 out of 5, among the top 1% in the nation, and our Medicare health plan is rated 4.5 out of 5, the highest rating in DC, MD, and VA.

Eligibility rules

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente), agencies and brokers are eligible. General agents are not eligible for compensation under these bonus programs. 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.
- The new program is effective October 1, 2019, through September 30, 2020.
- Agencies not qualified as of October 1, 2019, can attain qualification during the year.
- All Kaiser Permanente health plan products qualify.
- This program does not affect commission payments; bonus program rewards are paid in addition to scheduled commission payments.
- Kaiser Permanente will only pay compensation to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located.
- Group size is based upon census.
- Eligible employees not enrolled with Kaiser Permanente are not included in the group sales bonus calculation.
- The bonuses are paid directly to the broker representative upon the discretionary approval of sales management.
- Broker bonus programs may also include payments resulting from other bonus/incentive programs offered by Kaiser Permanente.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by Kaiser Permanente in the form of commissions, bonuses, and other rewards.
- Kaiser Permanente reserves the right to change the terms and conditions of this program after the end of the designated period of the program.
- Kaiser Permanente 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 Kaiser Permanente policy and applicable law. Brokers who fail to meet the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment.
- Rate cap of 8% applies only to HMO products.
- Final price from brokers on lost groups must be provided.
 - o Any carrier change to be captured.
 - o All benefit changes to be captured.
 - o Current and final rate change plus benefit information to be captured.