

A new KPIF sales bonus is on the way

2021 broker commissions and rewards

Take advantage of the new Kaiser Permanente for Individuals and Families (KPIF) sales bonus. Earn a one-time sales bonus when you enroll new members into an individual and family plan.

MEMBERS	PAYOUT
10-200 new KPIF members	\$50 per member
Capped at 200 new KPIF members	Max amount under the KPIF sales bonus program not to exceed \$10,000

To be eligible for the new sales bonus, an agency must enroll a minimum of 10 new members for individual and family plans with effective dates beginning May 1, 2021, through December 1, 2021. This bonus applies for new sales through Covered California or directly through Kaiser Permanente, and it will begin accumulating with the 10th enrolled member. Broker bonus payments will be issued with a target date of April 1, 2022.

For more information on Kaiser Permanente's rewards and bonus offerings, contact the Broker Compensation team at 1-844-394-3978, option 2 or email kpif@kp.org.

Eligibility requirements: New members include members who transfer from a Kaiser Permanente plan (through their employer, Medi-Cal, etc.) into a Kaiser Permanente for Individuals and Families (KPIF) plan; members who enroll directly with Kaiser Permanente or through Covered California into a KPIF plan; and members who move from a direct KPIF plan to a KPIF plan through Covered California, or the reverse. Any member with a break in KPIF coverage is considered a new member. To qualify for the bonus program, a member must be actively enrolled in a KPIF plan, have a broker of record on file, and have paid their first month's premium. The bonus period is for members with effective dates beginning May 1, 2021, through December 1, 2021.

Payout information: Participating agencies must be in good standing, appointed by Kaiser Permanente, have a signed Kaiser Permanente broker agreement, and current license on file as of the member's effective date. The bonus payout is capped at \$10,000 per agency and pays on California enrolled KPIF members. Agencies participating in other special KPIF compensation plans and e-vendors are ineligible for this bonus. Final interpretation of the rules, eligibility, and qualification requirements will be determined by Kaiser Permanente. Kaiser Permanente reserves the right to revise or terminate this program at any time. The bonus payment is in addition to the regular rewards payout and will be reported on Forms 1099 and 5500, and as otherwise required by law, including reporting required by California AB 2589. In compliance with all legal requirements, brokers shall disclose to their clients all commissions and other payments made to them by Kaiser Permanente.