

Earn more with the

# Dormant Groups Bonus

2020 – 2021 GEORGIA BROKER COMMISSIONS AND REWARDS

There has never been a better time to take advantage of our **new sales incentive program**.

The new Dormant Groups Bonus from Kaiser Permanente gives you the opportunity to increase your earnings potential in 2020 and 2021. Work with your Kaiser Permanente sales executive to show the full value of Kaiser Permanente's coordinated care model to groups we haven't quoted on during the last 25+ months. When you partner with us to quote these groups, you will receive a \$500 gift card!

## WHY SELL KAISER PERMANENTE HEALTH CARE PLANS?

With new medical centers, industry-leading quality and premium products, Kaiser Permanente is a better health care option than ever. Partner with us to learn how to market healthcare as a business strategy for your groups.

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

Provisions below apply to all bonuses described in this flyer:

**Eligibility Requirements:** Standard Appointment and licensure requirements - broker must be appointed with KPGA within 15 days of the release of the quote to the broker. The agent must be the broker of record for the group at the time of payout. Multi State accounts are not eligible for this program. Out of Area members are not eligible. Private exchange, General Agent business, or any firms acting as a General Agent are not eligible for any bonus program through Kaiser Permanente of Georgia. These programs are subject to change at the discretion of Kaiser Permanente.

**Payout Information:** Brokers are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente in the form of commissions, bonuses, and other rewards.

For the latest commissions, rewards, and sales materials, go to [account.kp.org](https://account.kp.org)



## WHO'S ELIGIBLE?

- Groups with an effective date of October 1, 2020 through March 1, 2021.
- Groups must have a minimum of 100+ eligible employees in the state of Georgia.

