

**KPIF**

# Broker Commissions and Retention Bonus

**2020** Georgia broker commissions and rewards

PLAN	PMPY COMMISSIONS	
	First Year	Renewal
Signature HMO Network	\$100 PMPY	\$75 PMPY
Traditional HMO Network	\$75 PMPY	\$60 PMPY

NEW SALES EXAMPLE	
You have <b>200 KPIF members</b> enrolled on 1/1/20 in our Signature HMO Network.	Total new sales bonus is <b>\$20,000</b> (\$100 x 200).

## Earn more with an exclusive<sup>†</sup> retention bonus program!

1/1/20 - 6/30/20	 <p><b>EARN \$50</b> PER MEMBER RETAINED</p>
1/1/20 - 12/31/20	 <p><b>EARN AN ADDITIONAL \$50</b> PER MEMBER RETAINED</p>

**You must have 150 members as of 12/31/2019.**

- If you retain 60-74% of those 150 members, the payout is \$25 per member.
- If you retain 75-100% of those 150 members, the payout is \$50 per member.

RETENTION BONUS EXAMPLE	
Of 150 KPIF members enrolled on 12/31/19, <b>135</b> (90% retention) are still active on 6/30/20.* <small>* January 2019 new members are not included in retention calculation</small>	Your retention bonus will be <b>\$6,750</b> (\$50 x 135).
Of 150 KPIF members enrolled on 12/31/19, <b>98</b> (65% retention) are still active on 12/31/20.	Your retention bonus will be <b>\$2,450</b> (\$25 x 98).

**Total retention bonus is \$9,200**

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. The agent must be the broker of record for the member at the time of payout. Bonus only applies to brokers in Georgia. General Agents 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:** KPIF retention bonus will be paid out within 60 days of the end of the qualification period. Membership is calculated on specific member basis and does not include new KPIF members sold during the qualification period. There is a \$400,000 cap per agency for KPIF commissions and bonuses combined per year.

<sup>†</sup> Broker must have a minimum of 150 KPIF members as of 12/31/20 to qualify for this program.