

Mid/Large Group

# Boker New Case Bonus (Groups 51+)\*

2020-2021 GEORGIA BROKER COMMISSIONS AND REWARDS

## OPTION 1: ONE TIME BONUS<sup>1</sup>

	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	Incremental Bonus Dollars	TOTAL
51 - 100 @ 5% Standard Commission	1st	\$10,000	\$2,500	25%	\$2,500	\$15,000
	2nd	\$10,000	\$2,500	50%	\$5,000	\$17,500
	3rd	\$10,000	\$2,500	75%	\$7,500	\$20,000
	4th	\$10,000	\$2,500	100%	\$10,000	\$22,500
	5th +	\$10,000	\$2,500	–	–	\$12,500
101 - 250 @ 5% Standard Commission	1st	\$20,000	\$5,000	25%	\$5,000	\$30,000
	2nd	\$20,000	\$5,000	50%	\$10,000	\$35,000
	3rd	\$20,000	\$5,000	75%	\$15,000	\$40,000
	4th	\$20,000	\$5,000	100%	\$20,000	\$45,000
	5th +	\$20,000	\$5,000	–	–	\$25,000
251 + Negotiable Standard Commission	1st	\$20,000	\$5,000	25%	\$5,000	\$30,000
	2nd	\$20,000	\$5,000	50%	\$10,000	\$35,000
	3rd	\$20,000	\$5,000	75%	\$15,000	\$40,000
	4th	\$20,000	\$5,000	100%	\$20,000	\$45,000
	5th +	\$20,000	\$5,000	–	–	\$25,000



## TWO OPTIONS TO EARN MORE!

One Time Bonus

- OR -

Increase in  
Monthly  
Commission  
Rate

## EARN AN ADDITIONAL INCENTIVE

Complete an Experience  
KP tour and receive an  
additional bonus!

\* Groups must have 51+ eligibles. There is a cap of \$150,000 during this program period.

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



## OPTION 2: MONTHLY COMMISSION RATE

	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	TOTAL
51 - 100 @ 5% Standard Commission	1st	1.25%	.25%	.25%	<b>6.75%</b>
	2nd	1.25%	.25%	.50%	<b>7.00%</b>
	3rd	1.25%	.25%	.75%	<b>7.25%</b>
	4th	1.25%	.25%	1.00%	<b>7.50%</b>
	5th +	1.25%	.25%	–	<b>6.50%</b>
101 - 250 @ 5% Standard Commission	1st	1.00%	.25%	.25%	<b>6.50%</b>
	2nd	1.00%	.25%	.50%	<b>6.75%</b>
	3rd	1.00%	.25%	.75%	<b>7.00%</b>
	4th	1.00%	.25%	1.00%	<b>7.25%</b>
	5th +	1.00%	.25%	–	<b>6.75%</b>
251 + Negotiable Standard Commission	1st	.75%	.25%	.25%	<b>1.25% + Negotiable Rate</b>
	2nd	.75%	.25%	.50%	<b>1.50% + Negotiable Rate</b>
	3rd	.75%	.25%	.75%	<b>1.75% + Negotiable Rate</b>
	4th	.75%	.25%	1.00%	<b>2.00% + Negotiable Rate</b>
	5th +	.75%	.25%	–	<b>1.00% + Negotiable Rate</b>

\* Groups must have 51+ eligibles. There is a cap of \$150,000 during this program period.

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

\*\* Incremental bonus dollars based off month premium cleared. Incremental bonus dollars under option 1 is calculated by case bonus times incremental bonus factor. Under option 2, the incremental bonus is calculated by percent awarded times month premium cleared.

<sup>1</sup> If the group contract terminates prior to 12 months, the bonus amount will be charged back.

<sup>2</sup> For incentive payment, the Experience KP Tour with the group must be scheduled through Sales Operations and completed prior to the group’s effective date.

## EXAMPLE

Broker sells first case in the 101 - 250 market segment and selects option 2 during this special bonus period.

Second case is sold in the market segment 101 - 250 and broker elects Option 1 in market segment.

The third case that is placed with KPGA is the same market segment as case number 2.

Case number 4 sells in market segment between 51 - 100 and option 1 is selected by broker.

	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	Incremental Bonus Dollars	TOTAL
101 - 250 @ 5% Standard Commission	1st	1%	.25%	.25%	**	6.50%
	2nd	\$20,000	\$5,000	50%	\$10,000	\$35,000
	3rd	\$20,000	\$5,000	75%	\$15,000	\$40,000
51 - 100 @ 5% Standard Commission	4th	\$10,000	\$2,500	100%	\$10,000	\$22,500

\* Groups must have 51+ eligibles. There is a cap of \$150,000 during this program period.

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 group at the time of payout. Multi-state accounts with a minimum of 51 enrolled subscribers in the Georgia region are eligible for Option 1: One Time Bonus. Out of Area members are not eligible. Regional slice accounts, 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:** These bonus programs cannot be combined with any other bonus programs. New Case Bonus will be paid within 60 days of the group's effective date. Additional Commission Bonus Program will adhere to our current contract language for commission payments. Membership is based on actual enrollment for the original effective date. 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.