

Mid/Large Group

Retention Bonus

2021 GEORGIA BROKER COMMISSIONS AND REWARDS

KAISER PERMANENTE IS INVESTED IN OUR MEMBERS, AND IN YOU.

Now is the time to take advantage of our new retention bonus program. The Retention Bonus Program from Kaiser Permanente gives you the opportunity to earn a bonus based on the percentage of members you retain during 2021.

Agencies with 250+ Mid/Large¹ members enrolled in Kaiser Permanente as of December 31, 2020 who retain 96% of members through December 31, 2021 are eligible for this bonus program, with a max payout of \$15,000. Agencies must sell one Mid/Large group between January 1, 2021 and December 31, 2021 to qualify for the bonus.

Mid/Large Membership	Bonus Amount
250-500	\$2,500
501-1,000	\$7,500
1,001+	\$15,000

Bonus paid within 90 days after December 31, 2021



NEW WORKFORCE HEALTH PARTNERSHIP INCENTIVE

\$10,000 Workforce Health Dollars will be allocated to the group of agency's choice at renewal for agencies in the top tier (1,001+ mid/large members).

Kaiser Permanente Workforce Health Consultants will partner with broker to implement a Population Health Strategy for one of the agency's groups. Kaiser Permanente will take a data-driven approach, powered by our industry-leading electronic health record system, to deliver personalized, high-quality care for the Group's employees and manage the wellbeing of its workforce.

For the latest commissions, rewards, and sales materials, go to account.kp.org

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

¹ Mid/Large groups are defined as groups with 51+ eligible employees.

Provisions below apply to all bonuses described in this flyer:

Eligibility requirements: Standard appointment and licensure requirements apply. Broker must sell one new Mid/Large Group in the period from January 1, 2021 - December 31, 2021. Membership and payout based on tax ID number. Agencies with a current retention bonus are not eligible for this program. Multi-State and private exchange are not eligible for this bonus program. New groups and agent of record changes are excluded from retention calculation. If there is a case where one agency acquires another and assumes their entire book of business, the agencies will remain separate entities during the bonus program cycle.

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.

