

2021 SMALL GROUP BONUS

Selling small means earning big!

From June 1, 2021 through January 31, 2022, you can earn additional compensation for new small group sales.

As an agent, for every new group you sell in each size category below, you'll receive a gift card in the amount shown in the chart below—paid directly to you. The larger the group, the more you earn.

For more information about this and other Kaiser Permanente broker compensation and bonus plans, or to schedule a tour of our new medical centers, contact your sales representative or call **866-523-0924**.

Kaiser Permanente Small Group Bonus
6/1/21-1/31/22

Group size (subscribers)	6 - 10	11 - 15	16 - 20	21 - 25	26 - 39	40+
Per group bonus gift card amount	\$1,000	\$2,000	\$3,000	\$4,000	\$5,000	\$10,000

Eligibility, details, and fine print

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente) agencies and brokers who are authorized to solicit, negotiate, and sell new business on behalf of Kaiser Permanente are eligible.
- Payment is contingent upon receipt of all required broker documentation including an executed broker/agent agreement, proof of E&O coverage, appropriate marketplace certification(s) in Maryland, Virginia, and/or the District of Columbia, and a W-9 form for both the Agent and Agency receiving the bonus.
- The bonus program is for new groups sold with effective dates beginning June 1, 2021 through January 31, 2022.
- Agencies not qualified as of June 1, 2021, can attain qualification during the bonus plan period.
- For the bonus, a new small group is defined as those with 6 to 50 full-time-equivalent eligible employees that have not had a contract with Kaiser Permanente in the previous six months.
- This program does not affect commission payments; Bonus Program rewards are paid in addition to scheduled commission payments.
- Eligible employees not enrolled with Kaiser Permanente are not included in the group sales bonus calculation.
- The bonus will be paid directly to the broker representative (i.e., the Agent) upon the discretionary approval of sales management.
- The bonus gift cards will be distributed 60 days following the new group's effective date.
- Kaiser Permanente will only pay compensation to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located.
- Sales Bonus Programs may also include payments resulting from other bonus/incentive programs offered by Kaiser Permanente.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente.
- Kaiser Permanente reserves the right to change the terms and conditions of the program after the end of a designated period of the program.
- Kaiser Permanente and/or its designated representatives retain sole discretion over the interpretation of the terms and conditions of, and any or all provisions in, this compensation plan and over resolution of any disputes from this compensation plan.
- Bonuses will be reported and disclosed in accordance with Kaiser Permanente policy and applicable law.
- Brokers who fail to comply with the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment.