

SMALL GROUP NEW SALES BONUS

Unlock your sales potential and earn bonus bucks

From February 1, 2024, through January 31, 2025, earn extra from Kaiser Permanente through our Small Group New Sales Bonus. By selling new groups with qualifying levels of new sales subscribers, you will receive the corresponding bonus dollars per new group sold.

Level	Subscribers	Payout per group
Tier 1	8-14	\$1,000
Tier 2	15-24	\$3,000
Tier 3	25-50	\$5,000

Terms and conditions

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (KFHP-MAS), agencies and brokers are eligible. General agents are not eligible for compensation under these bonus programs. 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.
- Agencies not qualified as of February 1, 2024, can attain qualification during the year.
- This program does not affect commission payments; bonus program rewards are paid in addition to scheduled commission payments.
- "New sale subscriber" is defined as an eligible employee who enrolls with KFHP-MAS under a group contract that did not exist 6 months prior to the new group's effective date.
- New sales subscribers must be active at time of bonus calculation.
- Eligible employees not enrolled with KFHP-MAS are not included in the group sales bonus calculation.
- KFHP-MAS will only pay compensation to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located in accordance with KFHP-MAS broker compensation policies.
- "New Small Group" is defined as a group with 1-50 eligible employees that does not currently contract with Kaiser Permanente and has not been contracted with Kaiser Permanente for medical coverage for the entire 6-month period prior to the group's effective date of coverage.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by KFHP-MAS in the form of commissions, bonuses, and other rewards.
- KFHP-MAS reserves the right to change the terms and conditions of the program after the end of a designated period of the program.
- KFHP-MAS 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 KFHP-MAS policy and applicable law.
- Brokers who fail to meet the provisions of the KFHP-MAS broker/agent agreement are not eligible for payment.

