



A Complete Success

Flexible solutions that help your clients meet their goals and a bonus that helps you meet yours.

When you sell Kaiser Permanente plans, your clients and their employees can get a total health care solution that provides choice, flexibility, and convenience. From April 1, 2023, to January 1, 2024, you can earn more with qualifying renewals that transition to our new Dual Choice PPO™ plans.¹

What is Complete Suite?

Kaiser Permanente's Complete Suite is a total replacement solution pairing our traditional plans and our new Dual Choice PPO plans. Complete Suite streamlines administration for employers and provides members the total health benefits of Kaiser Permanente care delivery and the convenience to choose from a robust PPO network.

How this new incentive works^{2,3}

Between April 1, 2023, and January 1, 2024, you can earn a bonus for migrating a group using Kaiser Permanente's new Dual Choice PPO plans to offer a Complete Suite solution. This bonus applies only to groups eligible to enroll in the Dual Choice PPO plans. To qualify, the group must choose Kaiser Permanente Northwest as its sole medical carrier.

GROUP SIZE	BONUS AMOUNT
<25 members	\$250
26-50	\$500
51-149	\$1,000
150-299	\$2,500
300-499	\$5,000
500+	\$7,500

¹Bonus amounts will be paid only for groups who enroll in one of the Dual Choice PPO plans: PPO Plan A, B, C, D, E, F, G, H, I, J, or K, or PPO HDHP Plan A, B, C, D, E, F, G, or H. Kaiser Foundation Health Plan of the Northwest, Inc. (KFHPNW) and/or its designated representatives retain sole discretion over the definition of eligible products for the purposes of this bonus.

²To be eligible for Kaiser Permanente's new Dual Choice PPO plan, a group must have between 51 and 499 eligible employees. Groups with 500+ eligible employees may be eligible to enroll in the new Dual Choice PPO plans. To confirm eligibility, please contact your Kaiser Permanente Northwest account manager.

³Eligibility rules:

- All licensed and appointed KFHPNW agencies and brokers/producers are eligible. Payment is contingent upon receipt of all required broker/producer documentation including an executed broker/producer agreement, proof of E&O coverage, appropriate marketplace certification(s) in Oregon and/or Washington, and a W-9 form. Brokers/producers must be appropriately licensed and appointed in the jurisdiction in which the group is located.
- The bonus program is effective April 1, 2023, through January 1, 2024, and can be combined with the KFHPNW standard 2023/2024 bonus program. This program does not affect commission payments.
- Agencies not qualified as of April 1, 2023, can attain qualification during the bonus period.
- Award is based on the sale of a commercial medical group for a qualifying Kaiser Permanente commercial health plan with at least 1 enrolled member within 30 days of their effective date.
- Group size is based upon the number of enrolled members in the group placing coverage 30 days after the effective date.
- The bonus payments are paid to the broker agency and/or representative upon the discretionary approval of sales management.
- Brokers/producers are responsible for complying with all legal requirements regarding disclosure of compensation by KFHPNW in the form of commissions, bonuses, and other rewards.
- KFHPNW 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.
- Compensation will be reported and disclosed in accordance with KFHPNW policy and applicable law.
- Brokers/producers are not required to participate in the bonus program. Brokers/producers may opt out of participation by notifying their KFHPNW representative of the intent to waive award.
- Individual agents are responsible for complying with their firms' policies, including ensuring that their firm does not prohibit agents from participating in this bonus program.