



# Help consumers navigate their health plan options

Earn a bonus during 2023 Medicaid redeterminations

Kaiser Permanente's care and coverage help individuals and families find their healthy place.

You play an important role in helping consumers navigate the complex world of health care every day. Kaiser Permanente has options for individuals and families during the special enrollment period that could earn you additional incentives.<sup>1,2</sup>

## How can I qualify?

**Enroll 30+ new members on a Kaiser Permanente for Individuals and Families (KPIF) plan,** July 1, 2023–December 31, 2023, to qualify for an additional per-member incentive.

## What can I earn?

Once qualified, brokers/producers will earn a one-time **bonus of \$30 per member on their entire Kaiser Permanente KPIF plan book of business, as of December 31, 2023.**

## Example:

1. Enroll 30 new individual members with Kaiser Permanente Northwest for coverage beginning July 1, 2023–December 31, 2023.
2. Renew 80 individual members during the same period.
3. Earn your standard commission of \$18 per member per month, plus \$30 per member for all 110 members in your KPIF book of business.

<sup>1</sup>Bonus payments will be awarded to the agency of record via normal commission process 30 days after the end of the contest period. Payment will be based on the number of enrolled individual and family plan members as of December 31, 2023.

<sup>2</sup>Eligibility rules

- All licensed and appointed Kaiser Foundation Health Plan of the Northwest, Inc. (KFHPNW) agencies and brokers/producers are eligible. Payment is contingent upon receipt of all required broker/producer documentation including an executed producer/agent 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 individual or family plan member is located.
- The bonus program is effective for individual and family plan members enrolled July 1, 2023–December 31, 2023, and can be combined with the KFHPNW standard 2023 compensation program.
- Agencies not qualified as of July 1, 2023, can attain qualification during the bonus period.
- Award is based on the total enrollment in a broker's book of business of individual and family plan members in a qualifying Kaiser Permanente for Individuals and Families health plan where at least 30 new members are sold during the bonus period.
- New enrollments are those with which KFHPNW has not had a contract in the previous 6 months.
- The bonus payments are paid to the broker agency and/or representative upon the discretionary approval of KFHPNW 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.
- Bonuses 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 sales executive of the intent to waive award.