

2022-2023 Group New Sales Bonus

Kaiser Permanente is pleased to announce the following Group New Sales Bonus Schedule for 2022-2023. This bonus will pay on the aggregate number of NEW Colorado subscribers enrolled in Small and Large Fully Insured new groups and/or Level Funded new groups per the following schedule:

	Subscribers	Per Subscriber	Min. Tier Bonus	Max Tier Bonus
Tier 1	10-19	\$75	\$750	\$1,425
Tier 2	20-49	\$100	\$2,500	\$4,900
Tier 3	50-99	\$125	\$6,250	\$12,375
Tier 4	100-499	\$150	\$15,000	\$74,850
Tier 5	500+	\$200	\$100,000	\$500,000
Cap	2,500	Maximum		\$500,000

The bonus will begin accumulating with the 10th enrolled subscriber and will pay on all new subscribers enrolled between 12/1/2022 through 12/1/2023. As each tier is met, the bonus per subscriber becomes retroactive to first subscriber sold!

Thank you,

The Kaiser Permanente Sales Teams

Terms and conditions:

- Bonus is capped at 2,500 subscribers. Fully Insured Large Group and Small Group, and Level Funded subscribers qualify; Bonus pays on Colorado enrolled subscribers only. Medicare subscribers are not eligible. Bonus period is for groups with effective dates from 12/1/22 through 12/1/23. Bonus replaces and supersedes any other group bonus currently offered. Subscribers sold and eligible under previous bonuses offered for these effective dates will be rolled into the counts of this program.
- Subscribers must be actively enrolled within 60 days of the effective date of the new group plan. Subscriber counts for calculation purposes will be set at this time. Groups cannot have been actively enrolled with Kaiser Permanente in the last 364 days. Groups must be active at the end of the bonus period. Groups terminating during the bonus period will be subtracted from your net total sales calculation.
- Bonuses will be reported and disclosed in accordance with Kaiser Permanente policy and applicable law. Kaiser Permanente will only pay compensation to brokers who are appropriately licensed and appointed in the jurisdiction in which the group is located. Brokers who fail to meet the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment. Bonuses cannot be combined across firms in any manner, including through merger and/or acquisition. Broker shall be solely responsible for all compensation disclosure requirements applicable to Broker.
- 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 bonus plan, and over resolution of any disputes from this compensation plan. Kaiser Permanente reserves the right to modify, amend, or terminate this offer at any time, at its sole discretion.
- Earned bonuses will be paid semi-annually, no later than 90 days following settlement as thresholds are met. A final “true up” of subscribers and earned bonus will be conducted 60 days after the end of the program. Payment may be accelerated only at Kaiser Permanente’s discretion.