



A BETTER WAY to take care of business



## 2023-24 Kaiser Permanente Small/Large Group Implementation Bonus

Kaiser Permanente is pleased to announce the following Implementation Bonuses for our Small and Large Group New Sales for all NEW groups with effective dates between 1/1/2024 and 12/31/2024.

### Small Group Bonus Guidelines

|   |                       |                                    |
|---|-----------------------|------------------------------------|
| <u>NEW</u> to Kaiser Permanente Small Groups (Not enrolled in a Kaiser Permanente group product in the last 364 days). Group size, 2-99 ENROLLED Subscriber/Employees | <b>\$10,000 total</b> | 10 groups, 30 Subscribers required |
| <u>NEW</u> to Kaiser Permanente Small Groups (Not enrolled in a Kaiser Permanente group product in the last 364 days). Group size, 2-99 ENROLLED Subscriber/Employees | <b>\$25,000 total</b> | 20 groups, 50 Subscribers required |

### Large Group

|   |                           |                     |
|---|---------------------------|---------------------|
| <u>NEW</u> to Kaiser Permanente Large Groups (Not enrolled in a Kaiser Permanente group product in the last 364 days). Group size, 75-249 ENROLLED Subscriber/Employees | <b>\$10,000 per group</b> | Capped at 10 groups |
| <u>NEW</u> to Kaiser Permanente Large Groups (Not enrolled in a Kaiser Permanente group product in the last 364 days). Group size, 250+ ENROLLED Subscriber/Employees   | <b>\$20,000 per group</b> | Capped at 10 groups |

Thank you,

The Kaiser Permanente Sales Teams

#### Terms and conditions:

- Requests for quotes require Broker of Record confirmation or Release of Information Authorization from the group (company letterhead, with authorizing signature)
- Only KPCO enrolled subscribers count toward this bonus. Medicare enrolled subscribers are not eligible.
- Earned bonuses will be paid April 2024 for eligible groups.
- Subscribers must be actively enrolled within 60 days of the effective date for the new group. Subscriber counts for calculation purposes will be determined based on 1/1/2024 enrollment for the payment period. Groups cannot have been actively enrolled with a Kaiser Permanente fully insured plan 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 and may result in recoupment of paid bonuses.
- Bonuses will be reported and disclosed in accordance with Kaiser Permanente policy and applicable law. Kaiser Permanente will only pay compensation to agencies 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, split, or assigned across agencies in any manner, including through merger, acquisition, or assignment.
- 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. Kaiser Permanente reserves the right to modify, amend or terminate this offer at any time, at its sole discretion. This Bonus replaces and supersedes any previous Group Implementation Bonus offering. All compensation disclosure requirements are the sole responsibility of the Broker. This document serves as the basis for your compensation calculations and disclosure.