



**BRAND NEW**

# 2023 Individual and Family BROKER BONUS

## Earn more with Kaiser Permanente's new Individual and Family Broker Bonus

Jump-start this summer with Kaiser Permanente's brand-new Individual and Family Broker Bonus!

Between June 1 and December 31, 2023, once brokers enroll at least 50 new Kaiser Permanente Individual and Family plan members, they can earn \$65 for each new **additional** Individual and Family plan member enrolled.<sup>1</sup> All new Maryland, Virginia, and DC members enrolled in any of Kaiser Permanente's Individual and Family plans during the specified timeframe are eligible.

**Note:** This program is calculated and paid based on the number of members sold. Individual and Family commissions for Kaiser Permanente Mid-Atlantic States will continue to be calculated and paid on subscribers.

A one-time calculation and payment will be made within 90 days of the program's end date, December 31, 2023.

### EXAMPLE

Between June 1, 2023, and December 31, 2023, you enroll 78 brand new members in KP Individual and Family plans.

**Your incentive reward is:**  
 **$(78-50) * \$65/\text{member} =$**   
 **$28 * \$65 = \$1,820.$**

One time payout after  
December 31, 2023.

If you have any questions, please reach out to Mayra Panagopoulos, KP Individual and Family Territory Manager, at [Mayra.A.Panagopoulos@kp.org](mailto:Mayra.A.Panagopoulos@kp.org) or via phone at **202-597-4555**.

<sup>1</sup> There is a \$23,000 cap per broker.

# Terms and Conditions

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (Kaiser Permanente), agencies and brokers who are authorized to solicit, negotiate, and sell new business on behalf of Kaiser Permanente are eligible. General agents, and any agencies or brokers who are not authorized to solicit, negotiate, and sell new business on behalf of Kaiser Permanente, are not eligible for compensation under these bonus programs.
- The new program is effective June 1, 2023 – December 31, 2023.
- Agencies and agents not qualified as of June 1, 2023 can attain qualification during the year.
- All Kaiser Foundation Health Plan of the Mid-Atlantic States Individual and Family plan products qualify.
- This program does not affect commission payments; bonus program rewards are paid in addition to scheduled commission payments.
- Kaiser Permanente will only pay compensation to brokers who are appropriately licensed and appointed at the time of the qualifying activities, sale, and payment, and who are located in the same jurisdiction as the member.
- Total bonus payments will not exceed an aggregate of \$23,000 per broker for the effective dates of this bonus.
- A Kaiser Permanente Individual and Family plan member is considered “new” if the member did not have Kaiser Permanente Individual and Family plan coverage in the prior 90 days.
- Bonus payment will be distributed to the agency within 90 days after the bonus conclusion date, December 31, 2023.
- Brokers are responsible for complying with all legal requirements regarding disclosure of compensation by Kaiser Permanente in the form of commissions, bonuses, and other rewards.
- Kaiser Permanente reserves the right to cancel or change the terms and conditions of this bonus program at any time.
- 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.
- Bonuses will be reported and disclosed in accordance with Kaiser Permanente policy and applicable law. Brokers who fail to meet the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment.

