



2022-2023 Kaiser Permanente Small and Large Group Implementation Bonus

Kaiser Permanente is pleased to announce the following Implementation Bonuses for all Small and Large Group Fully Insured NEW groups with effective dates between 12/1/2022 and 1/1/2023.

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	One-time payment of \$5,000	Upon reaching a minimum of 5 groups and 10 subscribers (net)
<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	One-time payment of \$15,000	Upon reaching a minimum of 10 groups and 25 subscribers (net)

Large Group Bonus Guidelines

<u>NEW</u> to Kaiser Permanente Large Groups (Not enrolled in a Kaiser Permanente group product in the last 364 days). Group size, 100-249 ENROLLED Subscriber/Employees	\$10,000 per group	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	\$20,000 per group	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 commercial Kaiser Foundation Health Plan of Colorado enrolled subscribers count toward this bonus. Medicare enrolled subscribers are not eligible.
- Earned bonuses will be paid in April 2023 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 2/1/2023 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 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, split, or assigned across agencies in any manner, including through merger, acquisition, or assignment. 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 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.