

Mid/Large Group Retention Bonus

2023-2024 GEORGIA BROKER COMMISSIONS AND REWARDS

Kaiser Permanente is invested in our members, and in you.

Mid/Large Membership*	Bonus Amount
250-500	\$5,000
501-1,000	\$10,000
1,001+	\$15,000

*National groups not eligible

Now is the time to take advantage of our retention bonus program.

The Retention Bonus Program from Kaiser Permanente gives you the opportunity to earn a bonus based on the percentage of members you retain between February 1, 2023 - January 31, 2024.

Agencies with 250+ Mid/Large¹ members enrolled in Kaiser Permanente as of January 31, 2023 who retain 96% of members through January 31, 2024 are eligible for this bonus program, with a max payout of \$15,000. Agencies must sell one Mid/Large group between February 1, 2023 and January 31, 2024 to qualify for the bonus.

Workforce Health Partnership Incentive

\$10,000 Workforce Health Dollars will be allocated to the group of agency's choice at renewal for agencies in the top tier (1,001+ Mid/Large members).

Kaiser Permanente Workforce Health Consultants will partner with broker to implement a Population Health Strategy for one of the agency's groups. Kaiser Permanente will take a data-driven approach, powered by our industry-leading electronic health record system, to deliver personalized, high-quality care for the Group's employees and manage the wellbeing of its workforce.

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For more information on Kaiser Permanente's commission and bonus offerings, contact your Kaiser Permanente sales representative.

¹Mid/Large groups are defined as groups with 51+ eligible employees.

Provisions below apply to all bonuses described in this flyer:

Eligibility requirements: Brokers must be licensed and appointed by Kaiser Foundation Health Plan of Georgia (KFHPGA) and have and be in compliance with a current Producer Services and Commission Agreement with KFHPGA. Broker must sell one new Mid/Large group with an effective date of February 1, 2023 - January 31, 2024. The agent/agency must be the broker of record at the time of payout. Agencies with another retention bonus program are not eligible for this program. Kaiser Permanente reserves the right to change the terms and conditions of this bonus program up to and including cancellation, 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 bonus programs, and over resolution of any disputes regarding this bonus program. National, Multi-State, Private Exchange, and General Agent business is not eligible for this bonus program from Kaiser Permanente Health Plan of Georgia. New groups and agent of record changes are excluded from retention calculation. If one agency acquires another agency and assumes their block of business, the agencies will remain separate entities during the bonus program period. This program is in addition to any eligible commission payments and bonus programs.

Payout information: Brokers are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente in the form of commissions, bonuses, and other rewards.