

Mid/Large Group

# Broker New Case Bonus (Groups 51+)\*

2024-2025 GEORGIA BROKER COMMISSIONS AND REWARDS

## OPTION 1: ONE TIME BONUS<sup>1</sup>

Eligible Employees	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	Incremental Bonus \$	TOTAL
51 - 100 @ 5% Standard Commission	1st	\$10,000	\$2,500	25%	\$2,500	\$15,000
	2nd	\$10,000	\$2,500	50%	\$5,000	\$17,500
	3rd	\$10,000	\$2,500	75%	\$7,500	\$20,000
	4th	\$10,000	\$2,500	100%	\$10,000	\$22,500
	5th +	\$10,000	\$2,500	–	–	\$12,500
101 - 250 @ 5% Standard Commission	1st	\$20,000	\$5,000	25%	\$5,000	\$30,000
	2nd	\$20,000	\$5,000	50%	\$10,000	\$35,000
	3rd	\$20,000	\$5,000	75%	\$15,000	\$40,000
	4th	\$20,000	\$5,000	100%	\$20,000	\$45,000
	5th +	\$20,000	\$5,000	–	–	\$25,000
251 + Negotiable Standard Commission	1st	\$20,000	\$5,000	25%	\$5,000	\$30,000
	2nd	\$20,000	\$5,000	50%	\$10,000	\$35,000
	3rd	\$20,000	\$5,000	75%	\$15,000	\$40,000
	4th	\$20,000	\$5,000	100%	\$20,000	\$45,000
	5th +	\$20,000	\$5,000	–	–	\$25,000



### TWO OPTIONS TO EARN MORE!

One Time Bonus

- OR -

Increase in Monthly Commission Rate

### EARN AN ADDITIONAL INCENTIVE

Complete an Experience KP tour and receive an additional bonus!

\*Groups must have 51+ eligible employees. There is a cap of \$150,000 during this program period.

For the latest commissions, rewards, and sales materials, go to [account.kp.org](https://account.kp.org)



## OPTION 2: MONTHLY COMMISSION RATE

Eligible Employees	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	TOTAL
51 - 100 @ 5% Standard Commission	1st	1.25%	.25%	.25%	6.75%
	2nd	1.25%	.25%	.50%	7.00%
	3rd	1.25%	.25%	.75%	7.25%
	4th	1.25%	.25%	1.00%	7.50%
	5th +	1.25%	.25%	–	6.50%
101 - 250 @ 5% Standard Commission	1st	1.00%	.25%	.25%	6.50%
	2nd	1.00%	.25%	.50%	6.75%
	3rd	1.00%	.25%	.75%	7.00%
	4th	1.00%	.25%	1.00%	7.25%
	5th +	1.00%	.25%	–	6.25%
251 + Negotiable Standard Commission	1st	.75%	.25%	.25%	1.25% + Negotiable Rate
	2nd	.75%	.25%	.50%	1.50% + Negotiable Rate
	3rd	.75%	.25%	.75%	1.75% + Negotiable Rate
	4th	.75%	.25%	1.00%	2.00% + Negotiable Rate
	5th +	.75%	.25%	–	1.00% + Negotiable Rate

The option is payable for 24 months as long as the group remains active with Kaiser Permanente and with the original broker.

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

\*Groups must have 51+ eligible employees. There is a cap of \$150,000 during this program period.

The option is payable for 24 months as long as the group remains active with Kaiser Permanente and with the original broker.

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

\*\*Incremental bonus dollars based off monthly premium cleared. Incremental bonus dollars under option 1 are calculated by case bonus times incremental bonus factor. Under option 2, the incremental bonus is calculated by percent awarded times monthly premium cleared.

<sup>1</sup>If the group contract terminates prior to 12 months, the bonus amount will be charged back.

<sup>2</sup>For incentive payment, the Experience KP Tour with the group must be scheduled through Sales Operations and completed prior to the group’s effective date.

## EXAMPLE

Eligible Employees	Case Sold	Case Bonus	Tour Incentive <sup>2</sup>	Incremental Bonus %	Incremental Bonus \$	TOTAL
101 - 250 @ 5% Standard Commission	1st	1.00%	.25%	.25%	**	<b>6.50%</b>
	2nd	\$20,000	\$5,000	50%	\$10,000	<b>\$35,000</b>
	3rd	\$20,000	\$5,000	75%	\$15,000	<b>\$40,000</b>
51 - 100 @ 5% Standard Commission	4th	\$10,000	\$2,500	100%	\$10,000	<b>\$22,500</b>

Broker sells first case in the 101 - 250 market segment and selects option 2 during this special bonus period.

Second case is sold in the market segment 101 - 250 and broker elects Option 1 in market segment.

The third case that is placed with KPGA is the same market segment as case number 2.

Case number 4 sells in market segment between 51 - 100 and option 1 is selected by broker.

\*Groups must have 51+ eligible employees. There is a cap of \$150,000 during this program period.

Provisions below apply to all bonuses described in this flyer: