

# get a sunshine state bonus

Earn more when you sell the Allstate Benefits Self-Funded Program in Florida.



Agents with groups residing in Florida can earn an additional \$500 - \$3,500 per group level-funded case,<sup>1</sup> with effective dates from April 1, 2024 to August 1, 2024.

Number of employees in the group		Bonus amount per group
5-10		\$500
11-20		\$1,000
21-50		\$2,500
51+		\$3,500
Kicker for multiple cases (in addition to above)		
Cases written	Bonus amount	Example:
3	\$1,500	Write two groups with 5-10 employees, four groups with 11-20 employees, and four groups with 21-50 employees, and earn \$22,500 in total bonus.
5	\$2,500	
10	\$7,500	

## Top tips for selling our group self-funded options.

- **More control.** Your customers can gain control of health care expenses while providing quality benefits to their employees.
- **Options.** We offer many plan designs. Your customers can choose the one that best fits their needs.
- **Refund potential<sup>2</sup>.** About 60% of our groups receive a refund.<sup>3</sup>

## Start selling today

<sup>1</sup> Bonus is awarded for group sizes of at least 5 enrollees domiciled in the state of Florida. Bonus payment flows through the same commission arrangement you have with Allstate Benefits. Agencies that have special arrangements with Allstate Benefits may not qualify for this bonus program. If you require a change to your appointment or have questions, please call your sales consultant or 414-999-2000. | <sup>2</sup> In years when claims are lower than expected, a portion (or all, depending on the plan selection) of the difference between the group's anticipated and actual claims is refunded back to the employer. Refund is subject to any applicable Terminal Liability Coverage fee. | <sup>3</sup> Based on the percentage of groups that received a refund for plan years 2017 through 2019.

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Call your Allstate Benefits representative, or connect with your local office at 800-768-6288



# bonus campaign guidelines



- One bonus check is sent after contract period ends on August 1, 2024. The amount will be determined by the number of qualifying cases the agent/broker wrote during the bonus period. See the chart on page one for bonus amounts.
- To be eligible for the bonus, agent/broker must submit new business in Florida with effective dates from April 1, 2024 to August 1, 2024.
- Groups must be in force at least 60 days after the effective date to qualify for the bonus.
- Each case must have an effective date no later than August 1, 2024, which includes all final documents and approved applications to onboard the new group.
- All cases must be issued within 30 days of the submission date; Underwriting must approve the group to issue the policy. Once issued the group will receive a group number and a welcome letter.
- Agents must be appropriately licensed and appointed in Florida with National Health Insurance Company on the date the cases are sold and the bonus is paid.
- Bonuses will be paid after the bonus period of August 1, 2024. The final bonus will be paid no more than 90 days following the end of the campaign.
- All usual commission and persistency rules apply.
- Allstate Benefits reserves the right to cancel, suspend, and/or modify the bonus campaign at any time, as well as to make the final decision on all payments.
- At the end of the sales campaign, Allstate Benefits will review all cases for which bonuses have been paid. Any overpayment will be adjusted accordingly against future commissions at the sole discretion of Allstate Benefits.

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The Self-Funded Program through Allstate Benefits provides tools for employers owning small to mid-sized businesses to establish a self-funded health benefit plan for their employees. The benefit plan is established by the employer and is not an insurance product. Allstate Benefits is a marketing name for: Integon National Insurance Company in CT, NY and VT; Integon Indemnity Corporation in FL; and National Health Insurance Company in CO, WA and all other states where offered. For employers in the Allstate Benefits Self-Funded Program, stop loss insurance is underwritten by these insurance companies in the noted states.