



NEW!

2024 GROUP DENTAL BONUS

Sell Kaiser Permanente's new dental rider and earn bonus dollars!

Effective January 1, 2024, Kaiser Permanente will offer coverage in partnership with LIBERTY Dental Plan to members in the Mid-Atlantic States region. In support of our new dental offering, we're excited to launch a first-ever dental bonus for brokers who sell new dental coverage in 2024. Between January 1, 2024 and December 31, 2024, for each month that brokers enroll at least 10 new commercial group members in a Kaiser Permanente dental plan, the broker will earn \$50 for each new member sold during that month.

The bonus will be calculated and paid monthly within 60 days after the member's effective date. Only commercial group membership will be eligible.

If you have questions, please reach out to your Sales or Account Management representative.

Example

In February 2024, you enroll 35 new members.

Your bonus is \$50 per member.

Your payout is **35 * \$50 = \$1,750**

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 January 1, 2024 – December 31, 2024.
- Agencies and agents not qualified as of January 1, 2024 can attain qualification during the year.
- Bonus payments apply to adult dental plans only. They are not applicable to embedded pediatric dental plans or to the OrthoPlus benefit.
- This program does not affect commission payments; bonus program rewards are paid in addition to scheduled commission payments.
- This program is calculated and paid based on the number of commercial group members sold within the effective month.
- 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.
- There is a \$20,000 bonus cap per broker per month.
- A Kaiser Permanente Dental plan member is considered “new” if the member did not have Kaiser Permanente Dental plan coverage in the prior 180 days.
- Bonus payment will be distributed to the agency of record within 60 days after the close of each month.
- 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.

