



# Sell more, earn more with the Small Business Medical Incentive Program

We're making it easier for you to earn more when you sell Blue Shield of California Small Business medical products. No complicated tiers or calculations required.

## You can earn

**\$50**

per enrolled new member for small business Off-Exchange medical plans\*

**Additional**

**\$50**

when a member enrolls in a **Trio HMO** or **Tandem PPO** plan as part of the initial sale or during renewal\*\*

## Start now!

Bonuses apply to groups beginning with June 1, 2019 effective or renewal dates through January 31, 2020 effective or renewal dates.

- View and compare our 2019 small business medical plan options at [blueshieldca.com/employerplans](https://blueshieldca.com/employerplans).
- Learn about our Trio medical plans specifically at [blueshieldca.com/aco](https://blueshieldca.com/aco). To check if a group is in the Trio network, visit [blueshieldca.com/trioeligibility](https://blueshieldca.com/trioeligibility).

## Who is eligible?

Independent brokers and individual brokers within an agency are eligible.

## Program rules

- Applicable for small groups (1-100 employees) with effective or renewal dates June 1, 2019 through January 31, 2020.
- For new group sales effective June 1, 2019 through January 31, 2020, bonuses are calculated using medical membership as of January 31, 2020. For in-group Trio or Tandem plan sales, bonuses are calculated using net new membership from June 1, 2019 through January 31, 2020.
- Producer must be the producer of record on the effective date of the group coverage and at the time the bonus is paid. Obtaining a new group because of a producer of record change does not qualify for this bonus program. The selling producer must be in good standing with a current, signed Blue Shield of California Producer Agreement, have a valid license on file with Blue Shield, and have been appointed as a Blue Shield agent.
- Bonus payments are paid to the commissionable entity listed on the Master Group Application.
- New business written through a general agent does not qualify for this bonus program.
- All bonus payouts are in addition to the standard commission structure currently in place and Direct Elite Rewards program bonus.
- Bonus payments will be paid on or before April, 30 2020.
- Bonus payments will be made by EFT only.
- Any disputes over interpretation of these rules or payout amounts will be resolved at the sole discretion of Blue Shield.
- Blue Shield may amend or discontinue this program at any time.
- Bonus only applies to Small Business Off-Exchange Package and Mirror Package sales. Covered California for Small Business (CCSB) membership is not eligible for this bonus and will not be included when calculating a producer's eligibility for the bonus.

\* Medical Incentive Program applies to Small Business Off-Exchange sales only (including Off-Exchange Package plans and Mirror Package plans). Covered California for Small Business (CCSB) membership is not eligible for this bonus and will not be included to calculate a producer's eligibility for the bonus.

\*\* For the purposes of this bonus, calculations will be made based on active membership as of January 31, 2020, for new groups effective during the bonus period. Membership within renewing groups will be calculated using net new Trio and/or Tandem membership during the bonus period, as January 2020 Trio and Tandem membership compared to May 31, 2019 Trio and Tandem membership.