

Health Net of California, Inc. and Health Net Life Insurance Company (Health Net)  
Small Business Group

# Easy Money

*Bonus program for new sales, effective 2/1/19 through 11/1/19*

Our simplest bonus program returns in 2019!

## **\$100 per member**

You'll earn a \$100 per member bonus for every new Small Business Group (SBG) sale you make with effective dates from February 1, 2019, through November 1, 2019. There is no limit, and there are no differences in how you sell.

Work through a general agent? Earn \$100 per member. Bring a group directly to Health Net? Earn \$100 per member.

## **Let us show you the money!**

Bring your clients home to Health Net and you'll cash in.



Please call your Health Net sales representative or Broker Services at **1-800-448-4411, option 4**, for more details.



A few rules and regulations apply (see the program guidelines on the back of this flyer).

## *Program guidelines*

- Group/Membership eligibility
  - Only new SBG plans with effective dates of 2/1/19 through 11/1/19 are eligible for the bonus program.
  - A Small Business Group consists of 1–100 employees; groups and members must be active at the end of the program quarter for brokers to be eligible for payment.
  - New SBG members are those who have the same enrollment effective date as the employer group's original Health Net effective date (i.e., if an employer group's original effective date is 2/1/19, then the members must also have an effective date of 2/1/19).
  - Bonus is based on the number of members with a Health Net medical plan. Enrollment in dental, vision, prescription drug, or life insurance plans, or covered by COBRA or other continuation plans, is not counted for bonus eligibility.
  - Ineligible: association business, CalChoice groups.
- Broker eligibility
  - Participating brokers must be in good standing with a current, signed Health Net broker contract and valid license on file.
  - To be credited, a broker must be the broker of record at the close of the qualifying quarter (i.e. for new groups effective in February and March, the broker of record on 3/31 qualifies).
  - Groups split with another broker for commission purposes will also be split for this bonus program.
  - General agents are excluded from participation; the credit for group business submitted via a general agent will be credited to the individual broker.
- Bonus total will be determined 60 days after the end of each quarter (i.e. for groups effective in February and March, bonus total will be determined May 31). Membership numbers as of the date of the qualifying period report will be used to compute bonus payouts and will be considered final.
- Payments will be reported on 1099s and 5500s.
- Health Net reserves the right to change or terminate this program.