



# Lowest rates, big rewards!

Introducing a Q4 2019 broker incentive program for new small group sales and retention.

## New broker incentive program

With the lowest small group rates in the market, we want to make it easy for San Diegans to access the high-quality care and service they deserve. And, we want to take care of you too, which is why we are excited to introduce our new broker incentive program.

### Enroll new business and earn

When you enroll new small group business with effective dates of 10/1/19, 11/1/19, 12/1/19 and 1/1/20, you'll earn big!

| Enrolled Employees in an Eligible Group | Bonus for Each Member Enrolled |
|---|--------------------------------|
| 6-49 enrolled employees                 | \$75                           |
| 50-100 enrolled employees               | \$100                          |

### Renew a small group and win up to \$1,000

You'll be entered to win when you renew a small group:

- ✓ With effective dates through Q4 2019 — 10/1/19, 11/1/19, 12/1/19 and 1/1/20
- ✓ 6+ enrolled employees
- ✓ 30 days before their renewal effective date

We'll pick one winner a month during the months of October – January.

| Month    | Win                    |
|----------|------------------------|
| October  | \$500 Visa gift card   |
| November | \$500 Visa gift card   |
| December | \$1,000 Visa gift card |
| January  | \$500 Visa gift card   |

Thank you for being such a valued partner!

Please refer to the next page for important details on this program. →

# Terms & Conditions

Applicable for small HMO groups only with 6-100 employees with effective dates of October 1, 2019 - January 1, 2020.

- Must be licensed and appointed with Sharp Health Plan, and have an in-force broker agreement.
- The selling broker must be in good standing with a current signed Sharp agreement, and have a valid license.
- Broker must be the broker of record on the effective date of the group coverage, and at the time the bonus is paid.
- Payments will be made approximately 120 days after the end of the program period.
- Bonus programs are paid to the commissionable entity listed on the Mater Group Application.
- General agents are not eligible.
- Broker of record losses/gains or segment transfers are not eligible toward your bonus under this incentive program. Sharp Health Plan reports will be the only basis used for the bonus.
- Medical Incentive Program applies to Small Group HMO Business Off-Exchange sales only (including Off-Exchange Package plans and Mirrored Package plans). Exchange Small Group Business — Cal Choice and Covered California Small Business (CCSB) — membership is not eligible for this bonus and will not be included to calculate a broker's eligibility for the bonus.
- The enrolled employee counts will be derived from the HMO medical plan only, and will be based on the number of enrolled medical employees as of the group's effective date. Sharp Health Plan's determination of enrolled employee and member count is final.
- For dual or multiple broker arrangements, enrolled employee and member credit for payment calculations will be allocated in the same proportion as the commissions are split on the case.
- Brokers and consultants shall disclose to their clients all commissions and other payments made to them by Sharp Health Plan in compliance to all legal requirements.
- This program is offered at the sole discretion of Sharp Health Plan. Sharp Health Plan reserves the right to discontinue or modify at any time and without notice. Decisions made by Sharp Health Plan will be final.

If you have questions, please contact your sales or account management executive.