



Vicki Major
Health Net

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

New Sales Bonus Program

Wrap 2017 and head into 2018 with extra cash!

The more business you sell, the more you earn! Bonus available for Q4 2017 and January 2018.

Step 1 Sell 10 or more new group subscribers with effective dates of 10/1/17 to 1/1/2018.

Step 2 Chart your potential earnings by tier level achieved for the four qualifying months. It's that simple!

Bonus Program payout tiers

# of subscribers	Bonus per subscriber
10-25	\$25
26-50	\$50
51-75	\$75
76-149	\$100
150+	\$150

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



Sell more –
Get paid more.



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

Program guidelines

- Group/membership eligibility
 - A Small Group consists of 1–100 employees; groups and subscribers/primary insureds must be active at the end of the program period for brokers to be eligible for payment.
 - New Small Business Group subscribers/primary insureds 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 10/1/17, then the new subscribers/primary insureds must also have an effective date of 10/1/17).
 - Bonus is based on the number of subscribers/primary insureds 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 time of the quarter close.
 - Groups split with another broker for commission purposes will 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.
- Results will be determined 40 to 50 days after January 31, 2018. 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 made within 75 days of January 31, 2018, and payments will be reported on 1099s and 5500s.
- Health Net reserves the right to change or terminate this program.