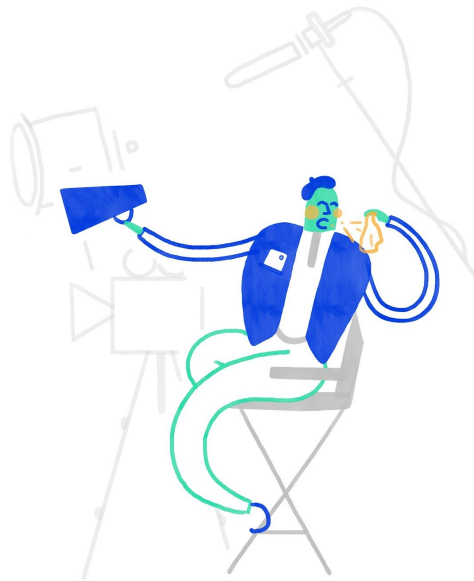




## California New Business Bonus Program for 2018



Oscar's bonus program rewards you for going big! Every new policy you enroll in California during Open Enrollment will contribute to a potential one-time bonus on top of your commission. Earn up to \$100,000 extra in 2018.

Number of New Policies	Bonus Amount (per policy)	Total Bonus Range Amount
25+	\$40	\$1,000+
50+	\$50	\$2,500+
100+	\$75	\$7,500+
250+	\$100	\$25,000+
500+	\$125	\$62,500+*

\*Total bonus amount capped at \$100,000

# Terms and Conditions

1. The bonus program applies to California enrollments only. Oscar's California footprint for individual products includes Los Angeles, Orange and San Francisco counties.
2. This program applies only to new Oscar individual and family medical plan policies with enrollment dates on or before January 31, 2018. Transfers between Oscar plans and dependent additions to existing Oscar plans are not eligible for bonus payments.
3. Only licensed, appointed agents, contracted with Oscar are eligible for the bonus. This program applies only to the Agent of Record on the policy, not to general agencies that may assist with the enrollment
4. Individual producers are eligible for a maximum bonus payment of \$100,000.
5. Bonus amounts apply to all policies. For example, once 25 policies are enrolled, the \$40 bonus applies to all policies for a total bonus payment of \$1,000. Once 50 policies are enrolled, the \$50 bonus applies to all policies for a total payment of \$2,500.
6. Multiple individual producers may not aggregate business to earn bonus tiers under any circumstances.
7. Policyholders must make three premium payments and continue coverage for at least 90 days from the effective date with no lapse in coverage to be included under this program.
8. The producer must be the Agent of Record and hold an appointment with Oscar on both the effective date of coverage and at the time the bonus is paid.
9. Accounts transferred for any reason, including agent of record changes, are not eligible for bonus payments.
10. Bonus payments will be made approximately 120 days from the original effective date for a given policy, once the coverage duration and premium payment requirements have been met.
11. Disagreements or disputes regarding this program or the interpretation of rules or payout amounts will be resolved at the sole discretion of Oscar. Oscar may amend or discontinue the terms of the program at any time without advance notice.