

Earn a big TIP



Our Trio Incentive Program (TIP) for small business brokers means a \$250 reward for each group plus \$25 per individual for Trio sales!

You can earn	
\$250	when you close a small group sale that includes a Trio plan
\$250	when you add a Trio plan to a renewing group
\$25	for each member who enrolls in a Trio plan as part of the initial sale or during renewal

Start now!

TIP bonuses apply to groups beginning with May 2017 effective or renewal dates through January 2018 effective or renewal dates.

Who is eligible?

Independent brokers and individual brokers within an agency are eligible.

Smart help!

Our [ZIP Code Finder Tool](#) is ready to help you ensure your clients are a great fit for our ACO network.

Program rules

- Applicable for small groups (1-100 employees) with effective or renewal dates May 2017 through January 2018.
- \$250 group bonus awarded only when one or more members from that group enrolls in a Trio plan during installment (new groups) or renewal (renewing groups).
- For renewing groups, TIP bonuses are calculated using net new Trio membership in the renewal period.
- For new group sales, TIP bonuses are calculated using Trio membership at the group's installment.
- Brokers with renewing groups are eligible for both the group and member TIP bonuses if the group previously selected a Trio plan but did not enroll any members in a Trio plan.
- TIP bonus program applies to off-exchange sales and renewals only.
- All TIP bonus payouts are in addition to the standard commission structure currently in place.
- Brokers associated with general agents are eligible for the TIP bonus.
- TIP bonus payments will be made within 90 days of the group effective or renewal date. The group must be active and in force.
- TIP 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.