

BROKER BONUSES!

Earn more money on your CaliforniaChoice business



Bring in some extra cash by taking advantage of the bonuses offered by CaliforniaChoice's health plan partners.

You can earn bonus dollars on CaliforniaChoice members who enroll in Health Net and Kaiser Permanente with effective dates below.

Here's what you can earn:

Qualification Criteria	Health Plan	Bonus Amount
All new Small Groups effective 10/1-12/1/2021		\$100 per member
All new Small Groups effective 12/1/2021-1/1/2022		\$100 per enrolled subscriber

Example: You have a 50-member group effective in December; 15 members enroll in Health Net, 25 subscribers enroll in Kaiser Permanente, and others choose coverage from different health plans offered through CaliforniaChoice. You will earn a \$1,500 bonus (15 x \$100) from Health Net and a \$2,500 bonus (25 x \$100) from Kaiser Permanente – in addition to your standard commission on the case.

Continued on back

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Health Net Program Guidelines

Group/Membership Eligibility

- Only new SBG plans with effective dates of 10/1/2021 through 12/1/2021 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 10/1/2021, then the members must also have an effective date of 10/1/2021).
- 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.
- CaliforniaChoice groups sold through a broker are eligible.
- Ineligible: association business.

Broker Eligibility

- Participating brokers must be in good standing with a current, signed Health Net broker contract and valid license on file.
- 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.
- Incentives will be processed 60 days after a qualifying group has become effective, and will be paid within 90 days of a qualifying group's effective date.
- Payments will be reported on 1099s and 5500s.
- Health Net reserves the right to change or terminate this program.

For bonus details, click the health plan flyer below:

- [Kaiser Permanente](#)

Note: There is no flyer currently available for Health Net.

**Contact your CaliforniaChoice representative, General Agent,
or log in to calchoice.com to start your quote.**

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