

## INDIVIDUAL &amp; FAMILY | WASHINGTON

# Bring in new Individual & Family members and earn rewards

## Limited-time bonus for new enrollees effective for the months of January-December 2022.

As Kaiser Permanente grows in Washington state, we want to help you grow your book of business. We appreciate all you do in recommending Kaiser Permanente to your clients. That's why we're supporting you with this Individual & Family bonus program.

### Bonus to agency

| Total new enrollees<br>Includes enrolled subscribers and dependents on and off exchange | Bonus<br>One-time payout |
|---|--------------------------|
| 10-29   | \$300                    |
| 30-50   | \$600                    |
| 51-99   | \$1,200                  |
| 100+  | \$2,400                  |

**Example:** A producer with an agency enrolls 17 new subscribers with 9 spouses and 4 children. The total number of enrollees is 30. The bonus to the agency is \$600.

### Program qualifications

To be eligible for the new sales bonus, a producer/broker house must have a minimum of **10** new 2022 Individual & Family enrollees effective January 1-December 1, 2022.

Enrollment will be determined as of the first day of the month following the Individual & Family client's effective date and reconciled premium.

To qualify as a new enrollee, the member cannot have had coverage with Kaiser Permanente Washington the month prior to their effective date. Enrollees must be enrolled for at least 1 month and have paid their premium for the period of

time they are enrolled. Enrollees whose coverage terms mid-month will not be counted.

### Definitions

Total enrollees means the total number of enrolled subscribers and dependents on and off exchange.

### Payment

New Individual & Family sales both on and off the exchange are eligible for the bonus. Bonus payments will be made 90 days after each quarter. For example, for new enrollments effective January through March 2022, the bonus will be paid to the producer agency during the June 2022 commission cycle.



For more information, contact the Individual & Family Sales and Producer Support team at **1-800-474-1079**.

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Extending the bonus program through the remainder of the year will allow agencies to meet the initial threshold payment if they didn't already, or, if they move to another enrollee level, receive an additional payment in the amount of the difference.

**For example:** 45 new sales with effective dates for January 1, February 1, and March 1, 2022, would be paid \$600 in June. An agency that adds 10 new sales with an effective date of April 1, May 1, and June 1, 2022, would move to the 51-99 bracket. The agency would be paid the additional \$600 during the September 2022 commission cycle. Enrollees may not be shared amongst 2 or more producers. Payout will be reported on the year-end 1099 tax form.

## **Eligibility**

### **Licensing requirements**

The producer agency must be based in the Kaiser Permanente Washington service area, be licensed in the state of Washington and appointed by Kaiser Permanente, and have signed the Appointment and Commission Agreements that are currently in effect.

### **Restrictions on new Individual & Family sales**

A qualifying new sale must reside within the Kaiser Permanente Individual & Family service area. Plans issued by Kaiser Permanente Northwest are not eligible for this program.

### **A new Individual & Family sale cannot be:**

- A sale of an existing Kaiser Permanente enrollee
- A division of an existing Kaiser Permanente account (for example, a current dependent enrolls on a separate plan)
- A client currently enrolled with an existing Kaiser Permanente employer group account
- An enrollee of another Kaiser Permanente line of business (for example, Small Business Group) who is now purchasing an Individual & Family plan
- An enrollee who had Kaiser Permanente coverage the month prior to their effective date
- An existing Kaiser Permanente enrollee who has moved to a new producer via a Producer of Record Notification

### **Opting out of the program**

A producer may opt out of the program at any time by providing a written notice to Kaiser Foundation Health Plan of Washington. Please submit written notice to Producer Relations at [kpwa.producerinfo@kp.org](mailto:kpwa.producerinfo@kp.org).

### **Bonus program interpretation and termination**

Final interpretation of the rules, eligibility, and qualification requirements will be determined by Kaiser Permanente. Kaiser Permanente reserves the right to revise or terminate the program at any time.

Kaiser Permanente refers to Kaiser Foundation Health Plan of Washington

We know that your health plan recommendation is based on what's best for your client. Making them aware of your participation in this program will only serve to strengthen that relationship.

This Producer Bonus Program is governed by the terms and conditions of the Appointment and Commission Agreements entered into between a producer and Kaiser Foundation Health Plan of Washington and/or Kaiser Foundation Health Plan of Washington Options, Inc. While governed by the terms and conditions of applicable Appointment and Commission Agreements, any compensation payable under this Producer Bonus Program is in addition to the compensation described within the Commission Schedules attached to applicable Appointment and Commission Agreements.