



## Lead with MediExcel Health Plan And Earn Up To \$150 Per Enrolled Employee!

### Small Group Sales Bonus

Brokers earn more when leading with MediExcel Health Plan! Program applies to all **NEW** Small Group Sales with effective dates of 10/1/17 through 1/1/18.

**Step 1** – Sell new Small Group plans with effective dates within the period.

**Step 2** – Earn up to \$150 bonus for each employee enrolled. The more groups you sell within the period, the more you earn – it's that simple!

**Step 3** – Add up your EE's to determine tier level achieved, and once you reach the next level – the bonus is retroactive. You need a minimum of 25 cumulative employees enrolled to qualify.

| <u># of Enrolled Employees</u> | <u>Bonus Per Enrolled Employee</u> |
|--------------------------------|------------------------------------|
| 25-50                          | \$100                              |
| 51-Plus                        | \$150                              |

All enrolled groups sold within the eligible period, qualify towards the cumulative total.

**Additional Program Details:**

1. This bonus program is limited to fully insured medical groups.
2. Brokers must have a net positive change in their entire block of business with MediExcel during the bonus period.
3. The enrolled employee counts will be derived from the medical plan only, and will be based on the number of enrolled medical employees as of the group's effective date for eligible case. In addition, the employee must remain enrolled for at least three months. MediExcel Health Plan's determination of group and enrolled employee count is final.
4. All bonus payments will be made to the broker or agency to which the commissions are paid. The bonus will be paid after 90 days from effective date and when all information required for verification of enrollment data and calculation of the bonus is available.
5. General Agents are not eligible for the bonus.
6. Cases transferring group segment from another MediExcel Health Plan Group case will not be considered new business for this program.
7. Broker of Record changes on existing MediExcel Health Plan cases will not be credited as new business for this bonus program.
8. This Bonus Program is offered at the sole discretion of MediExcel Health Plan and can be terminated or modified by MediExcel Health Plan at any time and without notice.

To learn more, contact [sales@mediexcel.com](mailto:sales@mediexcel.com) or call 619-421-1659