



New Group Sales

Two Ways to Win

Bonus Program

Carol Kim
Health Net

There's never been a better time to power up your earning potential! Health Net's **Two Ways to Win bonus program** combines the rewards of two bonus programs – creating the opportunity to earn up to a **\$100 bonus per member** of a new sale group, **all year long**.

How it works

1. Sell a 101+ new group plan with an effective date **1/1/18 through 12/31/18**.
2. Earn a **\$50 bonus** for each member enrolled in the sold plan.
3. If the newly sold group is a “**win-back**,” previously enrolled with Health Net as of 1/1/13 effective or later, earn an **additional \$50 bonus** per member.

Sell more,
enroll more,
get paid more!



Please call your Health Net sales consultant for more details.

Rules and regulations apply (see program guidelines on the back of this flyer).

Program guidelines: the fine print

The Two Ways to Win bonus program is comprised of two bonuses, which are the New Group Sales Bonus and the New Group Sales Win-Back Bonus, as outlined below.

- Group/Membership Eligibility
 - New Group Sales Component shall be defined as follows: New Group Qualified Member (employee and dependents) whose initial Health Net enrollment is effective on the same date as a New Group's coverage agreement with Health Net is effective between January 1, 2018, and December 31, 2018.
 - Win-Back Bonus eligibility is determined when a New Group was previously enrolled with Health Net for medical insurance with a previous coverage effective date as of January 1, 2013, or later and had previously terminated said coverage.
 - The previous Health Net medical insurance coverage must have terminated a minimum of twelve (12) months prior to the New Group Sales effective date in 2018.
 - New Group Sales Bonus shall be calculated monthly for the period as follows: New Group Sale Override Bonus is equal to a one-time amount of fifty dollars (\$50) for each member enrolled in the plan.
 - New Group Sales Win-Back Bonus shall be calculated monthly for the period as follows: Win-Back Override Bonus is equal to an additional one-time amount of fifty dollars (\$50) for each member enrolled in the plan, for a combined total of one hundred dollars (\$100) for each member if both eligibility requirements are met.
- Broker eligibility
 - Participating brokers must be in good standing with a current, signed Health Net broker contract, and valid license and any required applicable appointments with Health Net.
 - Group split with another broker for commission purposes will be split for this bonus program.
 - General agents are excluded from participation; the credit from group business submitted via a general agent will be credited to the individual broker.
- Terms and conditions
 - Health Net reserves the right to change or terminate this program, as a whole or in part, at any time.
 - Earned bonus is for Large Groups consisting of 101+ eligible employees.
 - Employers must be enrolled for a minimum of twelve (12) calendar months beginning with the new sale effective date.
 - Bonus payments will be paid in advance of the full twelve- (12) month period.
 - Employers must be active at the end of the twelve- (12) month contract period for brokers to qualify for an earned bonus payment.
 - Early group termination will result in a commission adjustment equal to the full bonus amount.
 - In the event that a bonus was advanced to the agency and not earned (e.g., new Health Net group disenrolls/cancels during the first twelve (12) months of consecutive enrollment), one hundred percent (100%) of the unearned bonus will be subject to a chargeback. Any unearned bonus amounts paid are subject to offset against a current or future commission payable to the agency until the chargeback is fully recovered.
 - Calculations are for members covered under comprehensive medical plans only. Standalone Dental, Vision, Life, Rx, and members covered by COBRA are excluded.
 - To be credited, a broker must be the broker of record at the time of the effective date.
 - Health Net will calculate payment within ninety (90) days of the effective date.
 - New Group Sales Bonus payout is limited to seventy five thousand dollars (\$75,000) per case.
 - New Group Sales Win-Back Bonus payout is limited to seventy five thousand dollars (\$75,000) per case. Therefore the total combined limit for both bonuses is one hundred and fifty thousand dollars per case (\$150,000).
 - Payments will be reported on ERISA Form 5500.