

We're making it easier for you to earn more when you enroll members in Blue Shield of California Small Business products. No complicated tiers or calculations required.



### Start now!

One point is equivalent to one dollar. Points apply to groups with effective dates beginning February 1, 2023, through January 31, 2024. View and compare our 2023 small business plan options at [blueshieldca.com/employerplans](https://blueshieldca.com/employerplans).



### Who is eligible?

Independent brokers and individual brokers within an agency participating in Producer Rewards.<sup>1</sup>

### You can earn

<b>100 points</b>	for each new member who enrolls in a Tandem PPO plan or a Virtual Blue <sup>SM</sup> plan as part of the initial sale
<b>50 points</b>	per new enrolled medical member on all plans, excluding Tandem and Virtual Blue PPO plans as part of initial sale
<b>10 points</b>	per new enrolled member in a small business dental plan
<b>5 points</b>	per new enrolled member in a small business vision plan*
<b>5 points</b>	per new enrolled member in a small business life insurance plan*
<b>2X points</b>	earn 40 points for each new member enrolling in all three: dental, vision, and life
<b>25 points</b>	for setting up group on autopay during initial enrollment

#### Program rules

- Applicable for small groups (1-100 employees) with effective dates February 1, 2023, through January 31, 2024.
- Applicable for Virtual Blue<sup>SM</sup> PPO groups effective March 2023 through January 1, 2024.
- For new group sales, points are calculated using medical and/or specialty membership at the group's installment.
- For autopay incentive group must stay on autopay for 3 months before the points pay out.
- Points apply to off-exchange and mirror plan package sales.
- All point distributions are in addition to the standard commission structure currently in place and Direct Elite Rewards Program bonus.
- Brokers placing through general agents are eligible for points.
- Point distributions will be made monthly, 120 days following the group's effective date.
- Any disputes over interpretation of these rules or point distributions will be resolved at the sole discretion of Blue Shield.
- Blue Shield may amend or discontinue this program at any time.

<sup>†</sup> Visit [blueshieldca.com/ProducerRewards](https://blueshieldca.com/ProducerRewards) for more information.

\* Underwritten by Blue Shield of California Life & Health Insurance Company.