



FOR **SMALL BUSINESS**

A PARTNERSHIP THAT PAYS

Bonus Program - Coverage Effective: October 1, 2019 - January 1, 2020

Earn even more for offering your clients California's most comprehensive access to doctors and hospitals offering:



Full Network PPOs

- Blue Shield
- Health Net



HMO offerings from

- Blue Shield
- CCHP
- Kaiser Permanente
- Sharp Health Plan



Single bill



No carrier participation requirements within program

Earn extra when you sell new small groups

Group Size (Enrolled Employees)	Incentive Earned
51 - 100	\$ 8,000
26 - 50	\$ 4,000
16 - 25	\$ 2,000
6 - 15	\$ 1,000

Contact your local Covered California for Small Business sales representative to learn why we're growing and how we can help build your business! An increasing number of agents and their clients are glad they did.

CoveredCA.com/ForSmallBusiness

844.332.8384

Check out the details:

- Applies to new Covered California for Small Business (CCSB) or groups with initial effective dates of 10/1/19, 11/1/19, 12/1/19, 1/1/20.
- Subscriber count (i.e. enrolled employee count) is determined at time of initial enrollment as counted in CCSB systems and is based on medical subscribers only. No retroactive additions will be eligible for incentive payment. Dependents of enrolled employees are not counted.
- Groups must satisfy standard CCSB binder payment requirements for enrolled employees to count towards incentive program payments.
- No pro-ration of target values will take place.
- Business written through partnering General Agencies qualifies.
- CCSB intends to issue incentive payments 90 days following the effective month of a qualifying group. CCSB may modify its payment schedule at any time.
- Program open to all Agents who maintain active certification with Covered California.
- Bonus payments are in addition to regular sales commissions. Bonus payments will be reported on Forms 1099 and 5500 and as otherwise required by law, including reporting required by California AB 2589.
- Agents shall disclose to their client all commissions and other payments made to them by CCSB in compliance with all legal requirements.
- CCSB may cancel or modify this incentive program at any time without prior notice to the Agencies and Agents participating in the program. CCSB shall not be liable for payment of any incentive payments after cancellation of the program.

Note: Covered California is modifying the Agency Agreement to incorporate this bonus incentive program. Such modification will occur earlier than the 45-day notice period required in Section A(2)(a) of Exhibit B in the Agency Agreement. By accepting this notice, you agree that Covered California may modify the Agency Agreement on or before October 1, 2019, to implement the incentive program outlined in this notice. This is a benefit providing Agents with more incentive opportunities. However, if you do not agree with this effective date, please contact us immediately. Once the Covered California implements the incentive program, the official rules will be made part of the Agency Agreement and will be found at: <http://www.coveredca.com/agents/PDFs/Agent-commission-schedule.pdf>