

# Brief Notes

News for  
Brokers and Consultants

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Three Penn Plaza East, Newark, 07105-2200

Applies to: Small employer market (two to 50 employees)

## 2014 New Business Bonus Announcement for Sub-Producers

*Featuring a per contract bonus for new business*

Horizon Blue Cross Blue Shield of New Jersey is pleased to announce a per contract bonus payout\* for all new medical and dental business sales with effective dates of **January 1, 2014** through **March 31, 2014**. This additional bonus is to be paid to the sub-producer.

### This program:

Rewards an incentive payment of...	Per enrolled contract for a Horizon BCBSNJ...
\$65	Patient-Centered Advantage EPO plan.
\$60	All other medical plans.
\$15	Dental plan.

### Payouts

All broker bonus payouts per contract are in addition to standard commission. The entire bonus payout is intended to be rewarded by the Master Broker to the sub-producer. Bonus payments will be made the month following the effective date of the new sale.

Horizon BCBSNJ values the strong relationship we have with the broker community. Extending this incentive program is a way to express our appreciation for your support in making us a leader in the marketplace.

If you have questions, please contact your Horizon BCBSNJ sales executive or account manager.

\* To be eligible for this program, brokers must be licensed and contracted with Horizon BCBSNJ.

Horizon BCBSNJ offers affordable and integrated medical and dental and prescription drug plans. Contact your sales executive today to learn more.



Horizon Blue Cross Blue Shield of New Jersey

*Making Healthcare Work®*



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