

Brief Notes

News for Brokers and Consultants

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Three Penn Plaza East, Newark, 07105-2200

Applies to: Fully insured groups (51 to 999 eligible employees) and self-funded groups (300 to 999 eligible employees), excluding Public, National and Labor markets.

Special 2014 Broker Incentive Program

Horizon Blue Cross Blue Shield of New Jersey is pleased to announce a special broker incentive program* for all new medical, dental and vision sales with effective dates of **January 1, 2014** through **March 31, 2014**.

For fully insured business, this program:

Rewards an incentive payment of...	Per enrolled contract for a Horizon BCBSNJ...
\$45	Patient-Centered Advantage EPO plan.
\$40	All other medical plans.
\$20	Dental plan. The maximum payment for any dental-only sale is \$5,000.
\$10	Free-standing vision plan.**
Includes a maximum incentive payment for any sale of \$25,000.	

For self-funded business, this program:

Rewards an incentive payment of...	Per enrolled contract for a Horizon BCBSNJ...
\$8	Patient-Centered Advantage EPO plan.
\$6	All other medical plans.
\$3	Dental plan.
\$1	Free-standing vision plan.**
Includes a maximum incentive payment for any sale of \$10,000.	

Horizon BCBSNJ values the strong relationship we have with you. 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.

** Initial vision incentive payments may be delayed due to our new internal reporting system.



Horizon Blue Cross Blue Shield of New Jersey

Making Healthcare Work®



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

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