

# Brief Notes

News for  
Brokers and Consultants

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Three Penn Plaza East, Newark, NJ 07105-2200

**Applies to:** Small Group market (two to 50 employees)

## 2015 New Business Bonus Program for Sub-Producers

Horizon Blue Cross Blue Shield of New Jersey is offering sub-producers a special broker bonus program\* for all new medical and dental sales with effective dates of **January 1, 2015** through **January 31, 2015**.

### This program:

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$100	Patient-Centered medical plan.
\$60	All other medical plans.
\$15	Dental plan (excluding PPO Access/HDC plans).

### Payouts

All broker bonus payouts for per-head contracts are in addition to standard commission. The entire bonus payout is intended to be rewarded by the Master Broker to the writing agent.

Horizon BCBSNJ values the strong relationship we have with the broker community. This incentive program is offered as 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, and must be the Broker of Record on the effective date of the sale.



Horizon Blue Cross Blue Shield of New Jersey



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

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