

# Brief Notes

News for  
Brokers and Consultants

**June 11, 2015**

**Applies to:** Public Sector Market

## Public Sector Market 2015 New Business Broker Incentive Program Extended

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 **September 1, 2015 through September 30, 2015**.

This program:

- Rewards incentive payouts of:
  - \$31 per contract for a medical plan
  - \$10 per contract for a prescription drug plan
  - \$5 per contract for a dental plan
  - \$1 per contract for a free-standing vision plan
- Has a maximum payout of:
  - \$20,000 for any one sale
  - \$7,500 for any one prescription drug-only sale
  - \$5,000 for any one dental-only sale
  - \$2,500 for any one vision-only sale
- Applies to fully insured large group market public sector business only; sales of self-funded groups are not eligible for this program.

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, and must be the Broker of Record on the effective date of the sale.