

# Brief Notes

News for  
Brokers and Consultants

June 8, 2015

**Applies to:** 51 to 999 market, excluding Public, National and Labor markets

## 2015 New Business Broker Incentive Program Extended

Horizon Blue Cross Blue Shield of New Jersey is offering a special broker incentive program\* for all new medical, dental and vision sales with effective dates of **July 1, 2015 through September 30, 2015**. This program rewards brokers for new business sales of fully insured groups of 51 to 999 eligible employees and self-funded groups of 300 to 999 eligible employees.

### For fully insured business, this program:

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$45	Patient-centered medical plan.
\$40	All other medical plans.
\$20	Dental plan. The maximum payout for any dental-only sale is \$5,000.
\$10	Free-standing vision plan.
Includes a maximum incentive payout 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 medical plan.
\$6	All other medical plans.
\$3	Dental plan.
\$1	Free-standing vision plan.
Includes a maximum incentive payout for any sale of \$10,000.	

Horizon BCBSNJ values the strong relationship we have with you. 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

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