

Turn **Blue** Into **Green**

2015 Producer Bonus Program



PRODUCING AGENT BONUS OPPORTUNITY

We are pleased to present an opportunity for our Producing Agents to earn bonus dollars for selling new customers with 2-99 enrolled employees.

You will earn bonus dollars based on the number of total contracts you sell from October 1, 2015 through January 1, 2016 after you achieve the 100 contract minimum threshold.

Contracts Sold (Total New Business Production)	Per Contract Payment
100 to 199 enrolled contracts	\$25
200 to 249 enrolled contracts	\$50
250 to 299 enrolled contracts	\$75
300 to 399 enrolled contracts	\$100
400 or more enrolled contracts (max)	\$125

Program Effective Dates

October 1, 2015 – January 1, 2016

PROGRAM DETAILS AND RULES

- Bonus applies to all new business groups with 2-99 enrolled contracts with effective dates of **October 1, 2015 through January 1, 2016**.
- Producer must sell a minimum of 100 contracts with effective dates of October 1, 2015 through January 1, 2016 to be eligible for this program.
- All groups must be fully insured to be eligible for this program.
- New business groups must be received by Independence Blue Cross from the primary agent only.
- New business groups must be submitted under the same Producing Agent/agency tax ID number.
- New business groups must maintain active, uninterrupted coverage for a minimum of 60 days.
- Bonus payment will be made to the Primary Agent by mid-May 2016.
- Independence's determination of the group's enrolled employee count is final.
- The bonus amount paid is based on cumulative contracts sold during the program dates.
- Independence in its sole discretion may change or discontinue the Bonus Program at any time.



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