

# Brief Notes

News for  
Brokers and Consultants

February 1, 2016

**Applies to:** 51 to 500 market, excluding Public Sector, National and Labor markets

## 2016 New Business Broker Incentive Program

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 **March 1, 2016** through **July 31, 2016**. This program rewards brokers for new business sales of fully insured, level-funded or self-funded groups of 51 to 500 eligible employees.

**For fully insured business, this program:**

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$45	OMNIA <sub>SM</sub> Health Plan.
\$10	All other medical plans.
\$7	Dental plan. The maximum payout for any dental-only sale is \$5,000.
\$5	Freestanding vision plan.
Includes a maximum incentive payout of \$25,000 for any one sale.	

**For level-funded or self-funded business, this program:**

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$8	OMNIA <sub>SM</sub> Health Plan.
\$5	All other medical plans.
\$3	Dental plan.
\$1	Freestanding vision plan.
Includes a maximum incentive payout of \$10,000 for any one sale.	

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.