

Brief Notes

NEWS FOR BROKERS & CONSULTANTS

April 27, 2017

Applies to: Midsize groups (51 to 499), excluding Public Sector, National and Labor markets

2017 New Business Broker Incentive Program

Horizon Blue Cross Blue Shield of New Jersey is offering a special broker incentive program¹ for all new medical, dental and vision sales with effective dates of **June 1, 2017** through **August 31, 2017**. This program rewards brokers for new business sales of fully insured, level-funded or self-funded Midsize market groups of 51 to 499 eligible employees.

For fully insured business, this program:

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$45	OMNIA _{SM} 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 _{SM} 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.	

¹ 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.

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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.