

a partnership that pays



BONUS PROGRAM - COVERAGE EFFECTIVE: JULY 1, 2026 TO JANUARY 1, 2027

Earn even more for offering your clients California's most comprehensive access to doctors and hospitals:

- ✓ **Full Network PPO**
 - Blue Shield
- ✓ **HMO offerings from**
 - Blue Shield
 - Kaiser Permanente
 - Sharp Health Plan
- ✓ **CCSB offers 4-tier selection**
- ✓ **Single bill**
- ✓ **CCSB offers more Blue Shield Plans**

EARN EXTRA WHEN YOU SELL NEW SMALL GROUPS

Group Size (Enrolled Employees)	Incentive Per Group (\$50,000 Maximum Cap)
51 - 100	\$ 6,000 / \$9,000
26 - 50	\$ 4,000 / \$6,000
11 - 25	\$ 2,000 / \$3,000
8-10	\$ 1,000 / \$1,500
5 - 7	\$ 500 / \$750

Qualification: Write 3 or more groups during the bonus period to qualify.

Enhanced Bonus: Write 6 or more groups and earn a 50% increase on all bonuses.

Eligibility: Business acquired through partnering General Agencies is included.

Check out the details:

- Applies to new Covered California for Small Business (CCSB) groups with initial effective dates of 7/1/26, 8/1/26, 9/1/26, 10/1/26, 11/1/26, 12/1/26, and 1/1/27.
- Agency must submit a minimum of three groups to qualify.
- Incentive payments are based on enrolled employee count at initial enrollment (employees only; dependents excluded).
- Groups must remain active and paid for 90 days to qualify.
- Agencies submitting six or more groups will receive the higher "6+ groups" incentive level (with true-up if already paid at 3-group level).
- Incentive payments are issued approximately 45 days after the 90-day requirement is met.
- Maximum incentive cap: \$50,000 per agency.
- No prorating of target values.
- Business written through General Agencies qualifies.
- Program open to actively certified Covered California agents.
- Incentive payments are in addition to commissions and reported as required by law.
- CCSB may modify or cancel the program at any time.

Contact your local Covered California for Small Business sales representative to learn why we're growing and how we can help build your business! An increasing number of agents and their clients are glad they did.

CoveredCA.com/ForSmallBusiness
844.332.8384

Note: Covered California is modifying the Agency Agreement to incorporate this bonus incentive program. Such modification will occur earlier than the 45-day notice period required in Section A(2) (a) of Exhibit B in the Agency Agreement. By accepting this notice, you agree that Covered California may modify the Agency Agreement on or before May 15, 2025, to implement the incentive program outlined in this notice. This is a benefit providing Agents with more incentive opportunities. However, if you do not agree with this effective date, please contact us immediately. Once the Covered California implements the incentive program, the official rules will be made part of the Agency Agreement and will be found at: <https://www.coveredca.com/agents/become-an-agent/agent-agreements-and-agent-compensation>