

# Go for 2!

## New Large Group Sales Bonus Program

There's never been a better time to ignite your earning potential. Health Net's **Go for 2! Bonus Program** offers the chance to earn up to a **\$135 bonus per member** of a new sale group. **All year long!**

### How it works

Sell a 101+ new group plan with an effective date of **January 1, 2021 – December 31, 2021.**

1. Earn a **\$35 bonus** for each member enrolled in the sold plan.
2. Earn an **additional \$100 bonus** per member by selling CanopyCare HMO.

For details see the program guidelines on the back of this flyer.



**Go for 2!**  
Bonus  
Program

## Program Guidelines: The Fine Print

The Go for 2 Bonus Program is comprised of two bonuses, which are the New Group Sales Bonus and the CanopyCare HMO Bonus, as outlined below.

### GROUP MEMBERSHIP ELIGIBILITY

- New Group Sales Component shall be defined as follows: New Group Qualified Member (employee and dependents) whose initial Health Net enrollment is effective on the same date as a New Group's coverage agreement with Health Net is effective between January 1, 2021, and December 31, 2021.
- A qualifying Large Group consists of 101+ eligible employees.
- New Group Sales Bonus shall be calculated quarterly for the period as follows: New Group Sale Bonus is equal to a one-time amount of thirty five dollars (\$35) for each member enrolled in the plan.
- In addition, CanopyCare HMO Bonus shall be calculated quarterly for the period as follows: CanopyCare HMO Bonus is equal to a one-time amount of one hundred dollars (\$100) for each member enrolled in the plan.
- Exclusions: dental, vision, life insurance, prescription drug, and members covered by COBRA or other continuation plans are ineligible for this bonus.

### BROKER ELIGIBILITY

- Participating brokers must be in good standing with a current, signed Health Net broker contract and valid license, and any required applicable appointments with Health Net.
- Group split with another broker for commission purposes will be split for this bonus program.
- General agents are excluded from participation; the credit from group business submitted via a general agent will be credited to the individual broker.
- In the event a bonus was paid to the broker and not earned (i.e. any qualifying Large Group that cancels or is cancelled, e.g., for non-payment of premium, during the first twelve consecutive (12) months of plan term), one hundred percent (100%) of the unearned bonus will be subject to chargeback. This means the paid bonus will be offset against current or future bonuses and commissions payable to the broker until the chargeback is fully recovered.
- Bonus totals are determined 60 days after the end of each program quarter. Membership numbers as of the date of the qualifying period report are used to compute bonus payouts and will be considered final.
- Bonuses shall be payable in addition to any published Health Net Large Group bonus program in place during the same period.

### TERMS AND CONDITIONS

- Employers must be enrolled for a minimum of twelve (12) calendar months beginning with the new sale effective date.
- To be credited, a broker must be the broker of record at the time of the effective date. Health Net will calculate payments sixty (60) days after end of the program quarter.
- Payments will be reported on ERISA Form 5500, Schedule A section 3(c) as other fees and 1099.
- The maximum total incentives that can be earned per qualifying group is \$250,000
- Health Net reserves the right to change or terminate this program, as a whole or in part, at any time.