

Health Net of California, Inc. and Health Net Life Insurance Company (Health Net)
Small Business Group

Easy Money

Bonus program for Q3 and Q4 new sales

Introducing our simplest bonus program yet!

\$100 per member

You'll earn a \$100 per member bonus for every new Small Business Group sale you make in Q3 and Q4 2018. There is no limit, and there are no differences in how you sell.

Work through a general agent? Earn \$100 per member.

Bring a group directly to Health Net? Earn \$100 per member.

Let us show you the money!

Bring your clients home to Health Net and you'll cash in.

Please call your Health Net sales representative or Broker Services at **1-800-448-4411, option 4**, for more details.



A few rules and regulations apply (see the program guidelines on the back of this flyer).



Vicki Major
Health Net

Program guidelines

- Group/Membership eligibility
 - A Small Group consists of 1–100 employees; groups and members must be active at the end of the program quarter for brokers to be eligible for payment.
 - New Small Business Group members are those who have the same enrollment effective date as the employer group's original Health Net effective date (i.e., if an employer group's original effective date is 10/1/18, then the members must also have an effective date of 10/1/18).
 - Bonus is based on the number of members with a Health Net medical plan. Enrollment in dental, vision, prescription drug, or life insurance plans, or covered by COBRA or other continuation plans, is not counted for bonus eligibility.
 - Ineligible: association business, CalChoice groups.
- Broker eligibility
 - Participating brokers must be in good standing with a current, signed Health Net broker contract and valid license on file.
 - To be credited, a broker must be the broker of record at the time of the quarter close.
 - Groups split with another broker for commission purposes will be split for this bonus program.
 - General agents are excluded from participation; the credit for group business submitted via a general agent will be credited to the individual broker.
- Bonus total will be determined 60 days after the end of the program quarter. Membership numbers as of the date of the qualifying period report will be used to compute bonus payouts and will be considered final.
- Payments will be reported on 1099s and 5500s.
- Health Net reserves the right to change or terminate this program.