



Vicki Major
Health Net

New Sales Bonus Program

*For Health Net of California, Inc. and
Health Net Life Insurance Company (Health Net)*

Wrap up 2016 with extra cash!

The more business you sell, the more you earn! Bonus available through Q4 2016.

Step 1 Sell new groups with 6 or more subscribers, with effective dates 10/1/16–12/1/16.

Step 2 Chart your potential earnings by tier level achieved for each quarter. It's that simple!

Bonus program payout tiers

# of qualified subscribers	Bonus per qualified subscriber
1–25	\$50
26–50	\$100
51–100	\$150
101–150	\$200
151+	\$250

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

Sell more –
Get paid more.



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

Program guidelines

- Group/membership eligibility
 - A Small Group consists of 1–100 employees; groups and subscribers/primary insureds must be active at the end of the program period for brokers to be eligible for payment.
 - New Small Business Group subscribers/primary insureds 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 10/1/2016, then the new subscribers/primary insureds must also have an effective date of 10/1/2016).
 - Bonus is based on the number of subscribers/primary insureds with a Health Net medical plan. Enrollment in dental, vision, life insurance plans, or covered by COBRA or other continuation, is not counted for bonus eligibility.
 - New Small Business Groups must have 6 or more subscribers/primary insureds to qualify for this bonus program. For example if a brokers new sales total is 200 subscribers for the quarter, but 35 subscribers belong to groups of 5 subscribers or less, the broker then would have 165 eligible subscribers for the bonus program.
 - Bonuses will be paid out based on the accelerated pay guidelines set forth below. Subscribers will be paid based on the rate within the tier. Advancing tiers will not accelerate the payment for the subscribers in the previous tier. Continuing the example from above, if a broker has 165 eligible subscribers qualifying up through the top tier they would get a bonus of \$25,000. Payment would break down as follows:

Bonus	Tier	Subscribers per tier / bonus per subscriber
\$1,250	1	25 subscribers / \$50 per subscriber
\$2,500	2	25 subscribers / \$100 per subscriber
\$7,500	3	50 subscribers / \$150 per subscriber
\$10,000	4	50 subscribers / \$200 per subscriber
\$3,750	5	15 subscribers / \$250 per subscriber
\$25,000	Total bonus to be paid on 165 subscribers	

- 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.
- Results will be determined 40 to 50 days after the end of the quarter (December 31). 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 made within 75 days of the quarter end (December 31), and payments will be reported on 1099s and 5500s.
- Health Net reserves the right to change or terminate this program.