

# Earn a big TIP



Our Trio Incentive Program (TIP) for small business brokers means a \$250 reward for each group plus \$25 per individual for Trio sales!

You can earn	
\$250	when you close a small group sale that includes a Trio plan
\$250	when you add a Trio plan to a renewing group
\$25	for each member who enrolls in a Trio plan as part of the initial sale or during renewal

## Start now!

TIP bonuses apply to groups beginning with May 2017 effective or renewal dates through January 2018 effective or renewal dates.

## Who is eligible?

Independent brokers and individual brokers within an agency are eligible.

## Smart help!

Our [ZIP Code Finder Tool](#) is ready to help you ensure your clients are a great fit for our ACO network.

## Program rules

- Applicable for small groups (1-100 employees) with effective or renewal dates May 2017 through January 2018.
- \$250 group bonus awarded only when one or more members from that group enrolls in a Trio plan during installment (new groups) or renewal (renewing groups).
- For renewing groups, TIP bonuses are calculated using net new Trio membership in the renewal period.
- For new group sales, TIP bonuses are calculated using Trio membership at the group's installment.
- Brokers with renewing groups are eligible for both the group and member TIP bonuses if the group previously selected a Trio plan but did not enroll any members in a Trio plan.
- TIP bonus program applies to off-exchange sales and renewals only.
- All TIP bonus payouts are in addition to the standard commission structure currently in place.
- Brokers associated with general agents are eligible for the TIP bonus.
- TIP bonus payments will be made within 90 days of the group effective or renewal date. The group must be active and in force.
- TIP bonus payments will be made by EFT only.
- Any disputes over interpretation of these rules or payout amounts will be resolved at the sole discretion of Blue Shield.
- Blue Shield may amend or discontinue this program at any time.