

# BROKER BONUSES

Earn more \$\$\$ on your CaliforniaChoice December and January business



**Great news!** You can start the new year with some extra cash, thanks to bonuses offered by three CaliforniaChoice partners.




You'll earn bonus dollars on CaliforniaChoice members who enroll with Anthem Blue Cross, Health Net, and Kaiser Permanente only, based on the effective dates below.

## Here's what you can earn on December 2020 new business:

Qualification Criteria	Carrier	Bonus Amount
All new Small Groups effective 12/1/2020	 Health Net®	\$50 per member
All new Small Groups effective 12/1/2020	 KAISER PERMANENTE®	\$100 per enrolled subscriber

**Example:** You have a 50-member group effective in December; 15 members enroll in Health Net, 25 subscribers enroll in Kaiser Permanente, and others choose coverage from different health plans offered through CaliforniaChoice. You will earn a \$750 bonus (15 x \$50) from Health Net and a \$2,500 bonus (25 x \$100) from Kaiser Permanente – in addition to your standard commission on the case.

## Here's what you can earn on January 2021 new business:

Qualification Criteria	Carrier	Bonus Amount
All new Small Groups effective 1/1/2021	 KAISER PERMANENTE®	\$100 per enrolled subscriber
20-49 total combined members enrolled with one or multiple groups, for new business effective in January 2021	 Anthem BlueCross	\$50 per enrolled member
50+ total combined members enrolled with one or multiple groups, for new business effective in January 2021	 Anthem BlueCross	\$75 per enrolled member

**Examples:** You have a 37-member group effective in January; 20 members enroll in Anthem Blue Cross, 10 subscribers enroll in Kaiser Permanente, and others choose coverage from different health plans offered through CaliforniaChoice. You will earn a \$1,000 bonus (20 x \$50) from Anthem and a \$1,000 bonus (10 x \$100) from Kaiser Permanente – in addition to your standard commission on the case.

You have an 80-member group effective in January; 55 members enroll in Anthem Blue Cross, 12 subscribers enroll in Kaiser Permanente, and others choose coverage from different health plans offered through CaliforniaChoice. You will earn a \$4,125 bonus (55 x \$75) from Anthem and a \$1,200 bonus (12 x \$100) from Kaiser Permanente – in addition to your other commission on the case.

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For Kaiser Permanente and Anthem Blue Cross enrollments, the bonus is **payable only on new members** to those carriers. If a group previously was enrolled with Kaiser Permanente or Anthem and it moves to CaliforniaChoice, the broker will *not* be paid the bonus on those previously insured by Anthem or Kaiser Permanente.

**For bonus details, link to the carrier flyers by clicking below:**

- [Health Net](#)
- [Kaiser Permanente](#)

*Note: There is no flyer currently available for Anthem Blue Cross.*

**All carrier bonuses will be paid in 2021.**

**Contact your CaliforniaChoice representative, General Agent,  
or [click here](#) to login and start your quote.**



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