

2026 Kaiser Permanente Group New Sales Bonus

Kaiser Permanente is pleased to announce the following Group Sales Bonus Schedule for 2026. This bonus will pay on the new Colorado subscribers enrolled in Commercial Large, Small, Level-Funded and eligible Self-Funded New Groups per the following schedule:

	Subscribers	Per Sub	Min. tier Bonus	Max tier Bonus
Tier 1	10-19	\$100	\$1000	\$1,900
Tier 2	20-49	\$125	\$2,500	\$6,125
Tier 3	50-99	\$150	\$7,500	\$14,850
Tier 4	100-499	\$175	\$17,500	\$87,325
Tier 5	500+	\$200	\$100,000	\$500,000
Cap	2,500	Maximum		\$500,000

The bonus will begin accumulating with the 10th enrolled subscriber and will pay on all new subscribers enrolled between 1/1/2026 and 12/31/2026. As each tier is met, the bonus per subscriber becomes retroactive to first subscriber enrolled.

Terms and conditions:

- Level Funded and Self-Funded refers to the programs under which Kaiser Permanente Insurance Company (KPIC) administers employer self-funded health benefit plans. Requests for quotes require Broker of Record confirmation or Release of Information Authorization from the group (company letterhead, with authorizing signature).
- Bonus is capped at 2,500 Subscribers. Fully Insured, Large Group, Small Group, Level Funded, and eligible Self-Funded subscribers qualify; Bonus pays on Colorado commercial enrolled subscribers only. Bonus period is for groups with effective dates from January 1, 2026, through December 31, 2026. The group must not have been enrolled with Kaiser Permanente in at any time during the 364 days prior to its effective date. Medicare subscribers are not eligible. Please contact your Kaiser Permanente sales representative to confirm eligibility for Self-Funded New Groups.
- Enrolled subscribers must have the same effective date as the new group contract effective date.
- If a new group's contract terminates prior to 12 months after its effective date, Kaiser Permanente reserves the right to recoup the applicable portion of the bonus payment from broker. In such event, Kaiser Permanente may offset any amount due from broker from any amounts due to broker by Kaiser Permanente.
- Brokers must be licensed and appointed by Kaiser Foundation Health Plan of Colorado and, if applicable, KPIC. Kaiser Permanente will only pay compensation to agencies who are appropriately licensed and appointed in the jurisdiction in which the group is located. Brokers who fail to meet the provisions of the Kaiser Permanente broker/agent agreement are not eligible for payment. Bonuses cannot be combined across firms in any manner, including through merger and/or acquisition.
- All compensation, including commissions, bonuses, and rewards will be reported and disclosed in accordance with Kaiser Permanente and KPIC policy and applicable law, including Forms 1099 and 5500.
- Brokers and consultants are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente and KPIC in the form of commissions, bonuses, and other rewards.
- Kaiser Permanente reserves the right to modify, amend, or terminate bonus and reward programs at any time, at its sole discretion.
- Kaiser Permanente and/or its designated representatives retain sole discretion over the interpretation of the terms and conditions of, and any or all provisions in, this bonus program, and over resolution of any disputes arising from this bonus program.
- Earned bonuses will be paid bi-annually, eligible subscribers enrolled in January through June will be paid in September 2026. A final "true up" based on the total number of eligible enrolled subscribers and earned bonus will be conducted 90 days after the end of the bonus program period, paying in March 2027.

Call your Kaiser Permanente Representative or **844-268-2943**.