

2026 Kaiser Permanente Individual & Family New Sales Bonus

Earn a bonus for each new member you enroll in our Kaiser Permanente Individual & Family (KPIF) plans written with effective dates between January 1, 2026 through December 31, 2026. Must enroll a minimum of 10 new KPIF members to be eligible for this program.

Number of New KPIF Members Sold*	Per New KPIF Member Payout
1 - 49th New KPIF Members	\$50
50 - 99th New KPIF Members	\$100
100 - 750th New KPIF Members	\$125

*Capped at 750 new KPIF members. Must sell a minimum of 10 new KPIF members to qualify; Retro to member #1 for Tier 1 only.

Example: Broker sells 30 new KPIF members enrolled in January 2026. $\$50 * 30 \text{ members} = \$1,500$.

Broker sells an additional 25 new KPIF members enrolled in March 2026.

$\$50 * 19 \text{ members} = \950

plus $\$100 * 6 \text{ members} = \600

Total payout of \$3,050 in September 2026

Terms and conditions:

- Bonus pays on Kaiser Foundation Health Plan of Colorado (KFHPCO) enrolled new KPIF members only.
- Members that enroll in a KFHPCO KPIF plan from an existing KFHPCO group plan are eligible.
- Bonus period is for new KPIF members with effective dates from January 1, 2026, through December 31, 2026.
- "New KPIF Member" means a member who has not been enrolled in a KFHPCO KPIF plan in the 90 days prior to new enrollment. Includes members enrolled directly with KFHPCO or through the Individual Marketplace.
- New KPIF Members must remain active for at least 90 days following their effective date of coverage to be eligible for the new KPIF sales bonus.
- The bonus is based on the cumulative number of new KPIF members enrolled during the bonus program period. The new KPIF sales bonus will be paid bi-annually. New KPIF Members enrolled in January through June will be paid in September 2026. New KPIF Members enrolled in July through December will be paid in April 2027.
- Broker must be the broker of record for the new KPIF member at the time of sale to be eligible.
- Existing Members gained through Broker of Record changes or mergers/acquisitions of any kind are ineligible. It is the Broker of Record's responsibility to ensure that members are properly attached on the member's effective date.
- Existing KPIF members who change KPIF plans are ineligible. This includes on- and off-exchange members.
- All compensation, including commissions, bonuses, and rewards will be reported and disclosed in accordance with Kaiser Permanente 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 in the form of commissions, bonuses, and other rewards.
- KFHPCO will only pay compensation to agencies who are appropriately licensed and appointed in the jurisdiction in which the member is located. KFHPCO will pay at the agency level and will not be able to provide agent-specific information. Brokers who fail to meet the provisions of the KFHPCO broker/agent agreement are not eligible for payment. Bonuses cannot be combined across firms in any manner, including through merger and/or acquisition.
- 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 plan, and over resolution of any disputes arising from this bonus plan. KFHPCO reserves the right to modify, amend or terminate bonus and reward programs at any time, at its sole discretion. This bonus is subject to the terms of the Broker Agreement, which will remain in full force and effect.
- General Agencies, Individual Coverage Health Reimbursement Arrangement (ICHRA) administrators, and web-based entities are not eligible for this bonus program.
- Agencies participating in other special KPIF compensation plans are ineligible for this bonus.

Call your Kaiser Permanente Representative or 844-268-2943