

Mid/Large Group Retention Bonus

2025-2026 GEORGIA BROKER COMMISSIONS AND REWARDS

Kaiser Permanente is invested in our members, and in you.

Mid/Large Membership*	Bonus Amount
250-500	\$5,000
501-1,000	\$10,000
1,001+	\$15,000

*National groups not eligible

Now is the time to take advantage of our retention bonus program.

The Retention Bonus Program from Kaiser Permanente gives you the opportunity to earn a bonus based on the percentage of members you retain between February 1, 2025 - January 31, 2026.

Agencies with 250+ Mid/Large¹ members enrolled in Kaiser Permanente as of January 31, 2025 who retain 94% of members through January 31, 2025 are eligible for this bonus program, with a max payout of \$15,000. Agencies must sell one Mid/Large group with effective dates between February 1, 2025 and January 31, 2026 to qualify for the bonus.

Workforce Health Partnership Incentive

\$10,000 Workforce Health Dollars will be allocated to the group of agency's choice at renewal for agencies in the top tier (1,001+ Mid/Large members).

Kaiser Permanente Workforce Health Consultants will partner with broker to implement a Population Health Strategy for one of the agency's groups. Kaiser Permanente will take a data-driven approach, powered by our industry-leading electronic health record system, to deliver personalized, high-quality care for the Group's employees and manage the wellbeing of its workforce.

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For more information on Kaiser Permanente's commission and bonus offerings, contact your Kaiser Permanente sales representative.

¹Mid/Large groups are defined as groups with 51+ eligible employees.

Provisions below apply to all bonuses described in this flyer:

General requirements: Brokers must be licensed and appointed by Kaiser Foundation Health Plan of Georgia (KFHPGA) and have and be in compliance with a current Producer Services and Commission Agreement with KFHPGA. Brokers are responsible for complying with all legal requirements regarding disclosure of compensation from Kaiser Permanente in the form of commissions, bonuses, and other rewards. 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 programs, and over resolution of any disputes regarding this bonus program. Kaiser Permanente reserves the right to change the terms and conditions of this bonus program up to and including cancellation, at any time.

Eligibility requirements: National, Private Exchange, General Agent business, or any firms acting as a General Agent are not eligible for this bonus program. The agent must be the broker of record at the time of payout. Mid/Large group is defined as a group with 51 or more eligible employees. New groups are excluded from the retention calculation. If an Agency Producer loses AOR for a group during the agreement term but KFHP-GA retains the account, membership for that group will be frozen as of the month prior to the AOR change effective date. If KFHP-GA does not retain the group as part of the AOR change, the group's membership will be 0 as part of the Total Membership bonus calculations. For any groups for which Agency or an Agency Producer gains AOR during the term of this agreement as a result of Brokerage Acquisitions, any KFHP-GA groups in the acquisition will not be included in the BoB for purposes of calculating the retention amount.

Payout information: A one-time payout will occur by March 31, 2026.