

## Small Group

# New Case Bonus (Groups 50 or less)

2025 – 2026 GEORGIA BROKER COMMISSIONS AND REWARDS

## SELL BIG, EARN BIG!

### New Case Bonus for Fully-Insured Groups\*

Number of Enrolled Subscribers per Group	Fully-Insured Case Bonus
5 - 9	\$3,000
10 - 19	\$4,000
20 - 35	\$5,000
36 - 50	\$6,000

### New Case Bonus for Level Funded Groups\*

Number of Enrolled Subscribers per Group	Level Funded Case Bonus
5 - 19	\$6,000
20 - 50	\$8,000

\* Qualifying brokers will receive either the new case bonus for fully-insured groups or the bonus for level funded groups, not both.

## NEW! Digital Gift Card Incentive Bonus

	Groups with 15-50 eligible employees	Example
<b>STEP 1</b>	Conduct a finalist meeting or attend a KP Experience Tour with your Kaiser Permanente sales representative. <b>\$500 Digital Gift Card</b>	Conduct a finalist meeting with your Kaiser Permanente sales representative. Sell the new group and enroll 11 members out of 18 eligible employees.
<b>STEP 2</b>	Win. Successfully create a new customer and <b>enroll 10+ members</b> by partnering with your Kaiser Permanente sales representative during the finalist meeting or KP Experience Tour. <b>\$500 Digital Gift Card</b>	<b>Incentive reward:</b> \$500 for successfully completing STEP 1 and \$500 for successfully completing STEP 2. <b>Total Digital Gift Card is \$1,000</b>

For the latest commissions, rewards, and sales materials, go to [account.kp.org](https://account.kp.org)

## NEW! Earn a bonus for Georgia Kaiser Permanente Small Group members who have Oscar/Cigna coverage!

Now is the time to take advantage of our new bonus program, giving you the opportunity to earn a bonus for small groups that have coverage with Oscar/Cigna and move to Kaiser Permanente. Agencies must enroll members from a new Small Group that are currently with Oscar/Cigna between February 1, 2025 – January 1, 2026. You must show proof acceptable to Kaiser Permanente that the group had prior coverage with Oscar/Cigna.

New Members Enrolled	Bonus Amount
5 - 50	\$1,500 per group

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, if applicable, Kaiser Permanente Insurance Company (KPIC). Brokers must 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, Multi-state, 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. Small Group is defined as a group with 1 – 50 eligible employees. These bonus programs are exclusively for new groups and apply only for groups not enrolled in any Kaiser Permanente product in the last 180 days.

A “finalist meeting” is defined as a presentation where Kaiser Permanente presents to the broker’s eligible new client as a finalist for consideration to offer health care coverage. A minimum of one decision maker from the prospective client must be present. The decision maker can include the company owner, executive, and/or HR Benefits Representative.

A “KP Experience Tour” is defined as a scheduled tour with a Kaiser Permanente sales representative, broker and new client (with an active RFP) at a KP facility. A minimum of one decision maker from the prospect group must be present during the tour and the tour must be scheduled through Sales Operations. The tour must be completed prior to the group’s effective date of coverage with KP.

**Payout Information:** Membership based on actual enrollment for the original effective date. New Case Incentive will be paid out within 60 days of the group’s effective date. You must show proof acceptable to Kaiser Permanente that the group had prior coverage with Oscar/Cigna to be eligible for this program. The Oscar/Cigna payout is in addition to all additional small group new case incentives and will be paid out within 60 days of the group’s effective date. If the group contract terminates prior to 12 months after its effective date, broker will return the entire bonus amount to KFHPGA. In such event, KFHPGA may offset any amount due from broker from any amounts due to broker by KFHPGA. Group size is based on the count of eligible employees in the Kaiser Foundation Health Plan of Georgia service area listed in the group’s census for the digital gift card program. Agency approval will be required before an agent is eligible to receive a digital gift card. Digital Gift Cards are awarded within 90 days of the effective date for the group.

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

