

Small Group

Retention Bonus

2026 GEORGIA BROKER COMMISSIONS AND REWARDS

KAISER PERMANENTE IS INVESTED IN OUR MEMBERS, AND IN YOU.

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, 2026 – January 31, 2027.

Agencies with 50+ Small Group members enrolled in Kaiser Permanente as of January 31, 2026 who retain at least 90% of their Small Group membership through January 31, 2027 are eligible for this bonus program.

Agencies must enroll 25+ new Small Group members between February 1, 2026 and January 31, 2027 to qualify for the bonus.

Retention	Bonus Amount	
	50-99 Enrolled Members*	100+ Enrolled Members*
90-94%	\$5,000	\$7,500
95%+	\$7,500	\$10,000

*Based on membership on January 31, 2027.

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

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 and consultants are responsible for complying with all legal requirements regarding disclosure of compensation from KFHP-GA and KPIC 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 arising from this bonus program. Kaiser Permanente reserves the right to modify, amend, or terminate bonus programs at any time, at its sole discretion.

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. Small Group is defined as a group with 1-50 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, 2027. Brokers who fail to meet the provisions of the Kaiser Permanente broker/producer agreement are not eligible for payment. All compensation, including commissions, bonuses, and rewards will be reported and disclosed in accordance with KFHP-GA and KPIC policy and applicable law, including Forms 1099 and 5500.

For the latest commissions, rewards, and sales materials, go to account.kp.org

