



2026 NEW LARGE GROUP BONUS

Earn extra from Kaiser Permanente through our new large group bonus

By selling new fully insured large groups with effective dates between January 1, 2026, and July 31, 2026, you will receive a one-time, per group bonus based on the number of enrolled subscribers, in accordance with the following schedule:

Enrolled subscribers	Bonus payout per new large group
51-99	\$7,500
100-199	\$10,000
200-250	\$20,000
251+	\$50,000

You must enroll at least 51 subscribers in the new large group to be eligible for this bonus.

Example:

In February 2026, you enroll 2 new large groups:

Group #1 has 60 enrolled subscribers earning a bonus payment of **\$7,500** for that group.

Group #2 has 150 enrolled subscribers earning a bonus payment of **\$10,000** for that group.

Total bonus payout of \$17,500 in April 2026.

Terms and conditions

- All licensed and appointed Kaiser Foundation Health Plan of the Mid-Atlantic States, Inc. (KFHP-MAS), agencies and brokers who are authorized to solicit, negotiate, and sell new business on behalf of KFHP-MAS are eligible. Payment is contingent upon receipt of all required broker documentation including an executed broker/agent agreement; proof of E&O coverage; appropriate marketplace certification(s) in Maryland, Virginia, and/or the District of Columbia; and a W-9 form.
- General agencies are not eligible for this bonus program.
- The bonus program period is January 1, 2026, through July 31, 2026.
- “New large group” means a commercial group with more than 50 eligible employees that has a contract effective date between January 1, 2026, and July 31, 2026, and has not had a contract with KFHP-MAS in the 6 months prior to group’s effective date.
- Level-funded groups are excluded from this bonus program.
- Enrolled subscribers must be enrolled during the new large group’s first effective month to be included in the bonus calculation.
- The new large group bonus will be calculated monthly and paid within 90 days after the new large group’s contract effective date.
- This bonus program does not affect commission payments. Bonus program and rewards are paid in addition to scheduled commission payments.
- All compensation, including commissions, bonuses, and rewards will be reported and disclosed in accordance with KFHP-MAS 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 KFHP-MAS in the form of commissions, bonuses, and other rewards.
- KFHP-MAS reserves the right to modify, amend, or terminate bonus and reward programs at any time, at its sole discretion.
- KFHP-MAS 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.
- Brokers who fail to meet the provisions of the KFHP-MAS broker agreement are not eligible for payment.

