

BONUS PROGRAM

Get a bonus when you sell the new Kaiser Permanente Plus™ plan

From February 1, 2025, through January 1, 2026, you can earn a bonus by selling the KP Plus plan.¹ This new plan gives employees the choice and flexibility to get in-network care from Kaiser Permanente doctors and affiliated providers as well as out-of-network care from any licensed provider.²

Bonus program

The program applies to the new sale of a KP Plus plan to small or large commercial groups based in the Kaiser Permanente Washington area.

Eligible groups	Bonus amount
Any small or large commercial group	One-time payment of \$100 per enrollee

Enrollees include enrolled subscribers and their dependents.

Payment

The maximum eligible payout during the bonus period is \$35,000 per producer firm. The firm will receive the bonus within 60 days after the group's plan effective date. If a group leaves within 60 days of enrollment, the producer firm won't receive a bonus for that sale. The number of enrollees per sale will be determined on the first day of the month after the group's start date. Enrollees for any one group cannot be split or shared between 2 or more producer firms.

Program qualifications

The group effective date must fall within the bonus period dates of February 1, 2025, through January 1, 2026. To qualify, a group must have a business license and physical location in the Kaiser Permanente Washington area. Kaiser Permanente Northwest groups located in Washington state do not qualify for this program.

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Product eligibility

These KP Plus plans are eligible for the bonus program:

Small group
KP Plus Silver
KP Plus Gold
KP Plus Platinum

Large group
KP Plus 250 L1
KP Plus 500 V2
KP Plus 750 L3
KP Plus 1000 V4
KP Plus 1500 L5
KP Plus 2000 V6
KP Plus 2500 V7
KP Plus 2500 L7
KP Plus 3000 V8
KP Plus 5000 L9

Restrictions on group sales

The program doesn't include Kaiser Permanente national accounts or multistate expansions into Washington state unless the company is headquartered in Washington. New group sales aren't eligible for the bonus if they are made to:

- An existing Kaiser Permanente account
- A division of an existing Kaiser Permanente account
- A group sold into or moving from an existing Multiple Employer Welfare Arrangement or Multiemployer Trust
- An account that was a Kaiser Permanente account within the last 12 months before the effective date of the sale
- An existing Kaiser Permanente account that has moved to a new producer via a Producer of Record Notification

Bonus program interpretation and termination

Kaiser Permanente and our designated representatives will make the final interpretation of the rules, eligibility, and qualification requirements. Kaiser Permanente reserves the right to revise or end the program at any time.

Opting out of the bonus program

You can opt out of the program at any time by submitting a written notice to Kaiser Permanente Washington [Producer Relations](#).

Contact your Kaiser Permanente sales executive to learn more about KP Plus plans and the bonus program.

1. All actively appointed producer houses and agencies are eligible to qualify. Your firm must be licensed in the state of Washington and appointed in the Kaiser Permanente Washington area. Appointment requires signed Appointment and Commission Agreements, proof of errors and omissions insurance, and a W-9 form. 2. Out-of-network coverage with KP Plus includes 10 doctor visits or other outpatient medical services, and 5 prescription fills or refills each year. Plan members must live or work within a Kaiser Permanente area, but they can use the plan anywhere in the United States.

All plans are offered and underwritten by Kaiser Foundation Health Plan of Washington or Kaiser Foundation Health Plan of Washington Options, Inc.

The KP Plus producer bonus program is governed by the terms and conditions of the Appointment and Commission Agreements between a producer and either Kaiser Foundation Health Plan of Washington or Kaiser Foundation Health Plan of Washington Options, Inc. While governed by the terms and conditions of applicable Appointment and Commission Agreements, any compensation payable under the producer bonus program is in addition to the compensation described within the Commission Schedules attached to applicable Appointment and Commission Agreements.

All bonus monies will be reported and disclosed in accordance with Kaiser Foundation Health Plan of Washington or Kaiser Foundation Health Plan of Washington Options, Inc., policy and applicable law.