

# THREE WAYS TO EARN MORE

Oct 1, 2016 through Jan 1, 2017

## New Small Group Incentive Program

### 1 Earn up to \$7,000 Per CCSB Group

For CCSB groups enrolling 51-100 employees, be rewarded  
**\$50 per member** Oct. 1, 2016 through Jan. 1, 2017 effective dates.

### 2 Earn an Additional Cumulative Production Incentive on CCSB Groups 1-100

Total Members	Incentive Level	Total Incentive Earned
200	\$2,500	\$2,500
325	\$5,000	\$7,500
500	\$7,500	\$15,000
750	\$10,000	\$25,000

### 3 PLUS Earn a Very Competitive Standard Commission Starting at 6.5%

#### Key Provisions:

- Groups must enroll in Covered California for Small Business (CCSB) with initial effective date of 10/1/16 through 1/1/17 ("incentive period").
- Subscriber and member counts are based on medical enrollment at time of initial CCSB group effective date.
- Incentive in addition to standard commission and applies to new to CCSB groups only.
- Business written through partnering General Agencies qualifies.
- Eligible CCSB groups must remain in good payment standing 90 days after initial effective date.
- Incentive program available to all Certified Insurance Agents in good standing and must remain Agent of Record from initial enrollment through 90-day qualification period.
- All groups new to CCSB with initial membership of 1-100 meeting program rules stated above counts toward cumulative incentive opportunity.
- All groups new to CCSB with 51-100 FTEs enrolled in medical coverage at initial effective date qualify for \$50 per member enrolled incentive with maximum incentive of \$7,000 per group.
- Incentive payments will be reported on Forms 1099 and 5500 and as otherwise required by law, including reporting required by California AB 2589.
- Agents shall disclose to client(s) all compensation earned in compliance with legal requirements.
- Covered California for Small Business reserves the right to cancel and/or modify incentive programs at any time.

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FOR **SMALL  
BUSINESS**