


Health Net of California, Inc. and Health Net Life Insurance Company (Health Net)
Individual & Family Plans



Health Net's Broker Bonus Program for New Sales

Maximize your 2019 earning potential!



Make the most with bonus cash opportunities!

Our Broker Bonus Program for New Sales gives you the opportunity to earn bonus cash for your new Individual & Family Plan (IFP) sales. All IFP plans are included in this bonus program. Here are all the details.

Based on your new member sales with an effective date between January 1, 2019, through December 1, 2019, you will earn a one-time \$50 bonus per member. There's no limit to how much you can earn.

Health Net Broker Bonus Program for New Sales rules

- Applies to new members with an effective date of January 1, 2019, through December 1, 2019. All business must be enrolled by December 31, 2019, and must be active under the new IFP plan for at least ninety (90 days).
- Members who have not been enrolled in any Health Net IFP plan within the last 30 days qualify as a new member.
- Covered California™ marketplace and off-exchange business included.
- Bonus is per new enrolled member and only includes IFP plans. Does not include Medicare Supplement or COBRA plans.

- Bonuses paid for members who are canceled retroactively, and therefore never effective, will be taken back.
- Bonus will be paid approximately 120 days after the effective date of coverage.
- Bonus is paid once for a given member in a calendar year unless there is a broker of record change **and** the member has a lapse in coverage of 30 days or more.

Broker eligibility

- Participating brokers must be in good standing and appointed with a current, signed Health Net Agent/Broker Agreement and valid license on file.

Terms and conditions

- Earned bonus is for IFP health plans only.
- To be credited, a broker must be the broker of record at the time of the effective date.
- Payments will be reported on ERISA Form 5500 and 1099s.
- Health Net reserves the right to change or terminate this program, as a whole or in part, at any time.

If you have questions, please contact your account executive directly, or call Broker Services at 1-800-909-3447, option 1, then 1 again, or email brokers@healthnet.com.

Patrice Holloway
Health Net

\$50 per member
(all ages)