



BlueCross BlueShield of Illinois

RACE TO THE FINISH LINE

NEW BUSINESS
PRODUCER BONUS

OCTOBER 1, 2023 - JANUARY 15, 2024

Race to the Finish Line with a New Sales Bonus

Qualify for a new business bonus when you sell a new Blue Cross and Blue Shield of Illinois (BCBSIL) group with at least 5 group medical contracts with effective dates between October 1, 2023, and January 15, 2024.

Bonus Schedule

GROUP SIZE	BONUS
5 - 25 CONTRACTS	\$1,000
26 - 50 CONTRACTS	\$2,500
51 - 150 CONTRACTS	\$5,000
151 - 250 CONTRACTS	\$10,000
251 - 500 CONTRACTS	\$30,000
501+ CONTRACTS	\$50,000

Example: A producer sold 2 new medical groups with effective dates between 10/1/2023 and 1/15/2024. One has 10 enrolled medical contracts and the other has 60 enrolled medical contracts. The producer will receive \$1,000 for the group with 10 enrolled medical contracts and \$5,000 for the group with 60 enrolled medical contracts for a total bonus payout of \$6,000.

Program Details

- This producer bonus program is subject to the terms and conditions of each producer's written agreement with BCBSIL.
- The Program and these terms and conditions incorporate by reference, and are subject to, all terms and conditions contained in the producer agreement and any other written agreements by and between BCBSIL and Producer.
- The bonus applies to all BCBSIL commercial group medical business with effective dates between 10/1/2023 through 1/15/2024.
- Student Health Plans are excluded.
- Bonus eligibility applies to new business sold in Small Group, Mid-Market, Large Group and National Accounts.
- Bonus eligibility applies to all lines of new, Commercial Group medical coverage.
- Bonus eligibility applies to new business sold under all funding types (Fully Insured, ASO).
- All agencies are eligible to participate regardless of Blue Leader status.
- If commissions are split on any accounts, the same split ratio will be applied to any Producer Bonus Program award.
- This bonus program is in addition to, and separate from, all other BCBSIL bonus programs.
- Only new medical sales with effective dates within the bonus period are eligible. Accounts must be in force at the time of bonus calculation.
- Producers must be appointed and contracted with BCBSIL to participate. Multiple tax ID numbers may not be combined.
- All bonus and recognition program payments are subject to federal and state income tax reporting as well as withholding by BCBSIL (if applicable).
- Any compensation paid under this Producer Bonus Program will be reported to an ERISA plan with 100 or more employees. Upon request, reporting will also be provided to non-ERISA plans or plans with fewer than 100 employees.

BCBSIL will determine final qualification and payment of bonus awards. BCBSIL will be the final arbiter of any issues related to this bonus payout and reserves the right to make final judgments on what is a qualifying policy.

This Producer Bonus Program is offered at the sole discretion of BCBSIL and BCBSIL reserves the right to modify or terminate this bonus program at any time without notice. Any subsequent bonus program is at the discretion of BCBSIL. Discretionary bonus programs may be modified to comply with state law or regulation.

This piece is for illustrative purposes only. The insurance policies referenced may not be available in all states. All policies are subject to issue limitations, exclusions and other coverage conditions, which may include a waiting period for pre-existing conditions. Only the policy can provide the actual terms of coverage.