



BlueCross BlueShield of Illinois

See how far you can go.

Medicare Supplement Insurance Plan 2023-2024 Bonus Program

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Blue Cross and Blue Shield of Illinois (BCBSIL) is committed to rewarding you for your extra efforts throughout the year with a special bonus program for new Medicare Supplement Insurance Plan sales. It's our way of saying "thank you" for all you do.

The Medicare Supplement Insurance Plan Bonus Program includes a tiered bonus schedule based on your production level. The higher the number of Medicare Supplement insurance policies sold by a writing producer throughout the program period, the higher their total payout.

And there is no maximum!

Bonus Amounts Based on Production

There are three bonus-per-policy amounts, depending on the total number of policies sold during the bonus period:

- If you sell up to 50 policies, your bonus per policy is \$50.
- If you sell up to 100 policies, your bonus per policy is \$75.

**Earn up to \$100
dollars per Medicare
Supplement policy sold!**



See the reverse page for details on the bonus structure, program period and payout dates.

- If you sell 101 or more policies, your bonus per policy is \$100.

You must sell a minimum of five new policies during the program period to qualify for the bonus.

2023-2024 Medicare Supplement Insurance Plan Bonus Program

Bonus Period

- The 2023 Medicare Supplement Insurance Plan Bonus Program runs May 1, 2023 through January 31, 2024.
- Policies must be issued, in effect and current during the bonus program period (including May 1, 2023 effective date).

Bonus Amount Examples

Medicare Supplement Insurance Policies Sold	Bonus Rate Per Policy	TOTAL Year Bonus
1-4 policies	\$0	\$0
5-50 policies	\$50	\$2,500
51 policies	\$75	\$3,825
100 policies	\$75	\$7,500
101 policies	\$100	\$10,100

Jump to the next bonus tier!

Bonus Payouts

- The amount you earn per policy is calculated using the total number of policies sold during the program.

Example:

- You sell 10 new policies during the program.
- Your bonus amount is calculated as follows: $10 \times \$50 = \500
- Your bonus will be paid within 90-120 days from the end of the program, which is January 31, 2024.

Terms & Conditions

- Only new Medicare Supplement Insurance policies with BCBSIL qualify for the bonus program. Renewals or rewrites do not count.
- High Deductible plans (F and G, G Plus), and Select plan N are not counted as part of the bonus program.
- An existing Medicare Advantage plan subscriber with BCBSIL that moves to a Medicare Supplement Insurance policy does not qualify.
- All Medicare Supplement Insurance policies must be in force at the time of calculation, which is January 31, 2024. For example, if a policy is sold and then terminates within the program period, the policy does not qualify. Also, new policies that undergo a producer of record transfer during the program period will only count toward the bonus of the producer of record at the time of calculation.
- Eligibility is based on the production of a writing producer/subproducer.
- Payment will be made to the submitting Agency.
- TMOs are included in the program.
- U65 disabled Medicare Supplement Insurance policies do NOT count toward the bonus.
- The bonus will be paid within 90-120 days from the end of the program, which is January 31, 2024.
- Payment of the bonus will be included in the normal monthly commission statement.

BCBSIL reserves the right to terminate or modify this program at any time without notice. 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. BCBSIL will determine the issue dates of all policies and will be solely responsible for determining production counts for this promotion.

Medicare Supplement insurance plans are offered by Blue Cross and Blue Shield of Illinois, a Division of Health Care Service Corporation, a Mutual Legal Reserve Company, an Independent Licensee of the Blue Cross and Blue Shield Association.