



BlueCross BlueShield of Illinois

Introducing a New Bonus for You, Our Partner in Health



Earn a Partner in Health Bonus

We look to you as a partner in making health care accessible to our communities. With our focus squarely on our customers' needs and not shareholder expectations, Blue Cross and Blue Shield of Illinois (BCBSIL) continues to deliver a better health care experience for you and the clients you serve.

- Clients who choose BCBSIL stay with us – 97% membership retention of Illinois members in 2022*.
- Your clients are covered by our significant commitment and experience serving over 7.4 million Illinois members*.

In 2023, we look forward to working together to meet the market challenges surrounding health care. With you as our partner in health, we can offer our mutual clients the peace of mind that comes from knowing we're here for them.

Through it all.®

How it Works

Earn a bonus when you sell new, fully insured and Blue Balance FundedSM group business to accounts who may lose coverage due to their current carrier's exit from the health insurance market. Applies to new business with effective dates from April 1, 2023, to January 1, 2024.

Bonus Schedule

Tier	Total Contracts Sold	Bonus Paid Per Contract
1	1-150	\$60
2	151-300	\$65
3	301+	\$70

Calculation of bonus amount is based on final cumulative total of eligible contracts.

Program Details

- This bonus program is in addition to (and separate from) all other BCBSIL bonus programs.
- This additional bonus is limited to fully insured and Blue Balance Funded group business sold within the bonus period and whose current carrier may be exiting the group health insurance market.
- Prior month invoice or non-renewal notice from immediate prior carrier must accompany submission of employer application.
- The bonus will be paid based on the tier shown in the bonus schedule to be associated with the cumulative total of eligible contracts sold during the program effective dates.
- A contract is defined as a policy. For example, one contract/policy may have 5 total members. For the purposes of this bonus program, we are counting contracts/policies, not members/lives.
- Contracts/policies must remain active and in force for a minimum of 90 days from the effective date to be eligible. If a policy is sold and then terminates within 90 days of the effective date, the policy does not qualify.
- If commissions are split on any accounts, the same split ratio will be applied to any Producer Bonus Program paid.
- Payment will be made to the writing agent (agent of record) reflected on the effective date of new sale. Contract total will be based on the enrolled employee count as of the effective date of the eligible accounts.
- Producers must be appointed and contracted with BCBSIL to participate.
- 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.
- This Producer Bonus Program is subject to the terms and conditions of each producer's written agreement with BCBSIL.

For more information, contact your BCBSIL sales representative.

*BCBSIL data from 2/1/22-2/28/23.

BCBSIL internal records will determine final qualification and payment of bonus awards. We 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 determines the issue dates of all policies and will be solely responsible for determining production counts for this promotion. This 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 our discretion. Discretionary bonus programs may be modified to comply with state law or regulation.

Producers may decline to participate in this program by providing written notice to Blue Cross and Blue Shield of Illinois in accordance with their agreement, in addition to written notice to designated Blue Cross and Blue Shield of Illinois representative.