

## BROKER NEWS | CALIFORNIA

# A new KPIF sales bonus is on the way

## 2023 broker commissions and rewards

Take advantage of the new Kaiser Permanente for Individuals and Families (KPIF) sales bonus. For a limited time, earn a one-time sales bonus when you enroll new members into an individual and family plan.

MEMBERS	PAYOUT
0-20 new KPIF members	\$0 per member
21+ new KPIF members	\$100 per member Max amount under the KPIF sales bonus program not to exceed \$40,000 per agency

To be eligible for the new sales bonus, an agency must enroll a minimum of 21 new members for individual and family plans with effective dates beginning July 1, 2023, through December 31, 2023. This bonus applies for new sales through Covered California or through Kaiser Permanente, and it will begin accumulating with the 21st enrolled member. Broker bonus payments will be issued with a target date of April 1, 2024.

**For more information on Kaiser Permanente's rewards and bonus offerings, contact the Broker Compensation team at 844-394-3978, option 2, or email [kpif@kp.org](mailto:kpif@kp.org).**

**Eligibility requirements:** New members include members who transfer from a Kaiser Permanente plan (through their employer, Medi-Cal, etc.) into a Kaiser Permanente for Individuals and Families (KPIF) plan; members who enroll with Kaiser Permanente or through Covered California into a KPIF plan; and existing members who move from a KPIF plan to a KPIF plan through Covered California, or the reverse. Any member with a break in KPIF coverage is considered a new member. In order for the agency to qualify for the bonus program, the new member must be actively enrolled in a KPIF plan, have a broker of record on file, and have paid their first month's premium. The bonus period is for members with effective dates beginning July 1, 2023, through December 31, 2023.

**Payout information:** Participating agencies and their agents must be in good standing, appointed by Kaiser Permanente, and have a current license on file as of the member's effective date. Participating agencies must have a signed Kaiser Permanente broker agreement. The bonus payout is capped at \$40,000 per agency and pays on California-enrolled KPIF members. Agencies participating in other special KPIF compensation plans are ineligible for this bonus. Final interpretation of the rules, eligibility, and qualification requirements will be determined by Kaiser Permanente. Kaiser Permanente reserves the right to revise or terminate this program at any time. The bonus payment is in addition to the regular rewards payout and will be reported on Forms 1099 and 5500, and as otherwise required by law, including reporting required by California Assembly Bill 2589. In compliance with all legal requirements, brokers shall disclose to their clients all commissions and other payments made to them by Kaiser Permanente.