



# Delta Dental of New Jersey and Connecticut Broker Bonus Program

October 1, 2017 through February 1, 2018

Combining our fully insured Delta Dental PPO<sup>SM</sup> type plans with a Broker Bonus gives you another reason to **SMILE!**

**Sell new business, earn bonus dollars**

Delta Dental of New Jersey and Connecticut is pleased to announce the creation of a Broker Bonus Program designed to provide additional compensation to brokers of record with Delta Dental who sell fully insured Delta Dental PPO<sup>SM</sup> type plans to new commercial groups with 20-1,000 enrolled subscribers!

**At a glance:**

Bonus:	\$5 per eligible enrolled subscriber
Bonus cap:	None – the more subscribers you add, the more you earn!
Program dates:	New clients with an effective date between October 1, 2017 and February 1, 2018
Eligible sales:	New commercial business only; fully insured PPO <sup>SM</sup> type plan for 20-1,000 enrolled subscribers

Below are the full terms and conditions of the Program:

**Effective dates of the Program**

The Program will be effective for new clients with effective dates from October 1, 2017 up to and including February 1, 2018, unless otherwise terminated earlier or extended by Delta Dental of New Jersey and Connecticut. Only sales made within this time period will be eligible for payment under the Program.



### **Eligible brokers**

You must be a licensed broker in New Jersey or Connecticut and in good standing with us, and have a broker agreement in effect as well as be the broker of record for the group to whom the plan is sold as of the effective date of the sale.

### **Eligible sales**

To be eligible for payment under the Program, a sale must be made to a new Delta Dental of New Jersey and Connecticut group with 20-1,000 enrolled subscribers. Additions or changes in membership to existing groups are not eligible for payment under this Program.

To be eligible, a sale must be to a commercial group and must be a fully insured Delta Dental PPO<sup>SM</sup> type plan. Sales to public sector groups (e.g., municipalities, school boards of education, state or federal entities) do not qualify for a bonus under the Program, and sales of DeltaCare USA or Flagship products are also not eligible.

### **Additional terms**

The Program may be canceled or modified at our sole discretion.

The Program is not applicable to General Agents.

Brokers may split a payment under the Program at the same percentage the commission payment is split.

There is no limit to the amount you can earn under the Program for eligible sales.

We shall comply with all laws and regulations regarding reporting of payments under the Program, and brokers shall comply with any and all disclosures requirements under applicable laws and regulations. *We are not responsible for brokers' duties relating to filing or disclosure of payments under the Program.*

If a broker disputes eligibility for a payment or the amount of payment under the Program, the broker must provide written notice to the Delta Dental of New Jersey and Connecticut Account Executive of such dispute, and include any and all reasons and evidence justifying the broker's position within ninety (90) days of receipt of payment or notice of non-eligibility for payment. All decisions of Delta Dental of New Jersey and Connecticut are final.

You may direct any questions about this Program to your Delta Dental of New Jersey and Connecticut Account Executive.