



Highmark Update

INTRODUCING HIGHMARK DELAWARE'S LARGE GROUP PRODUCER INCENTIVE

We are excited to present you with an opportunity to earn over and above your regular commission while growing your Highmark book of business.

Producers who sell new to Highmark Delaware Fully Insured or ASO large group business or renew Highmark Delaware Fully Insured large group business with effective dates between February 1, 2019 and July 1, 2019 are eligible to receive the additional incentive.

See attached flier for more details.



PRODUCER.HIGHMARK.COM

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HIGHMARK PRODUCER INCENTIVE

INTRODUCING HIGHMARK'S ADDITIONAL PRODUCER INCENTIVE PROGRAM FOR NEW AND RENEWAL HIGHMARK DELAWARE BUSINESS

We are excited to present you with an opportunity to earn over and above your regular commission while growing your Highmark book of business.

Producers who sell new to Highmark Delaware Fully Insured or ASO large group business or renew Highmark Delaware Fully Insured large group business with effective dates between February 1, 2019 and July 1, 2019 are eligible to receive the following additional incentive:

DESCRIPTION	PAYOUT AMOUNT
Medical with Rx	\$25 Per Contract
Medical with Rx and Vision	\$27 Per Contract
Medical with Rx and Dental	\$35 Per Contract
Medical with Rx, Dental and Vision	\$37 Per Contract

- Large group is defined as a group with 51+ eligible employees
- Applies to new to Highmark medical with prescription large group Fully Insured or ASO clients and; Highmark Delaware Renewal with prescription group clients (Fully Insured)
- Does not include renewing ASO clients
- The one time bonus will be paid to the agency the month following the new sale or renewal effective date
- Payout will be based upon the actual enrollment on the effective date

Highmark reserves the right to recoup the incentive if:

- The group cancels before their next renewal date
- The business is not in place for a full 12 month policy year

If you have any questions please contact your Highmark Delaware Sales Representative or Client Manager