

Brief Notes

NEWS FOR BROKERS & CONSULTANTS

April 27, 2017

Applies to: Midsize groups (51 to 499), excluding Public Sector, National and Labor markets

2017 New Business Broker Incentive Program

Horizon Blue Cross Blue Shield of New Jersey is offering a special broker incentive program¹ for all new medical, dental and vision sales with effective dates of **June 1, 2017** through **August 31, 2017**. This program rewards brokers for new business sales of fully insured, level-funded or self-funded Midsize market groups of 51 to 499 eligible employees.

For fully insured business, this program:

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$45	OMNIA _{SM} Health Plan
\$10	All other medical plans
\$7	Dental plan. The maximum payout for any dental-only sale is \$5,000.
\$5	Freestanding vision plan
Includes a maximum incentive payout of \$25,000 for any one sale	

For level-funded or self-funded business, this program:

Rewards an incentive payment of ...	Per enrolled contract for a Horizon BCBSNJ ...
\$8	OMNIA _{SM} Health Plan
\$5	All other medical plans
\$3	Dental plan
\$1	Freestanding vision plan
Includes a maximum incentive payout of \$10,000 for any one sale.	

¹ To be eligible for this program, brokers must be licensed and contracted with Horizon BCBSNJ, and must be the Broker of Record on the effective date of the sale.

(Continues)

Horizon BCBSNJ values the strong relationship we have with you. This incentive program is offered as a way to express our appreciation for your support in making us a leader in the marketplace.

If you have questions, please contact your Horizon BCBSNJ sales executive or account manager.