

Brief Notes

NEWS FOR BROKERS & CONSULTANTS

July 27, 2017

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

2017 New Business Broker Incentive Program Extended

Horizon Blue Cross Blue Shield of New Jersey is extending its special broker incentive program¹ for all new medical, dental and vision sales through **December 31, 2017**.

The program initially applied to sales with effective dates of **June 1, 2017** through **August 31, 2017**; however, the program has been extended to apply to new sales with effective dates through **December 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, mid-sized business, this program:

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



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

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

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.