



BlueCross BlueShield of Texas



How **HIGH**  
Can You Go?

# 2017 Medicare Supplement Insurance Plan BONUS PROGRAM

Earn up to **\$110** per  
Medicare Supplement policy sold!

See the following pages for details on the bonus structure, program period and payout dates.

# 2017 Medicare Supplement Insurance Plan BONUS PROGRAM

At Blue Cross and Blue Shield of Texas (BCBSTX), we are committed to rewarding you for your extra efforts throughout the year with a special bonus program for new Medicare Supplement Insurance Plan sales. It's our way of saying thank you for all you do!

The Medicare Supplement Insurance Plan Bonus Program includes a tiered bonus schedule based on your production level. The higher the number of Medicare Supplement Insurance policies sold by a writing producer throughout the program period, the higher the payout per policy.

## Bonus Amounts Based on Production

There are three bonus-per-policy amounts, depending on the total number of policies sold during the bonus period:

- If you sell up to 20 policies, your bonus per policy is \$50.
- If you sell up to 30 policies, your bonus per policy is \$100.
- If you sell 31 or more policies, your bonus per policy is \$110.

You must sell a minimum of **10** new policies during the program period to qualify for the bonus.

## BONUS AMOUNT EXAMPLES

BCBSTX Medicare Supplement Insurance Policies Sold	Bonus Rate Per Policy	TOTAL Year Bonus
5 policies	\$0	\$0
10 policies	\$50	\$500
20 policies	\$50	\$1,000
21 policies	\$100	\$2,100
30 policies	\$100	\$3,000
31 policies	\$110	\$3,410
50 policies	\$110	\$5,500

JUMP  
TO THE  
NEXT  
BONUS  
TIER!

# 2017 Medicare Supplement Insurance Plan BONUS PROGRAM

## Bonus Period

- The 2017 Medicare Supplement Insurance Plan Bonus Program runs during the following period:  
January 1, 2017 – December 31, 2017
- Policies must be issued, in effect and current during the bonus program period.

## Bonus Payouts

- Within 60-90 days from the end of the program, which is December 31, 2017, the entire bonus amount will be included on a normal monthly commission statement.
- On the payout commission statement, the “2017 Bonus” label and bonus amount will be displayed as a separate line item in the bonus section of the statement.

## Terms & Conditions

- Only new BCBSTX Medicare Supplement Insurance policies qualify for the bonus program. Medicare Supplement Insurance plan renewals or rewrites do not count.
- High Deductible Plan F plans are not counted as part of the bonus program.
- An existing BCBSTX Medicare Advantage plan subscriber that moves to a Medicare Supplement Insurance policy does not qualify.
- All Medicare Supplement Insurance policies must be in force at the time of calculation, which is December 31, 2017. For example, if a policy is sold and then terminates within the program period, the policy does not qualify. Also, new policies that undergo a producer of record transfer during the program period will only count towards the bonus of the producer of record at the time of calculation.
- Medicare Supplement Insurance policies must be paid during the bonus period or within 30 days of the end of the bonus period, which is December 31, 2017. Policies issued during the bonus period, but paid on or after January 31, 2018, do not qualify.
- A minimum of 10 Medicare Supplement Insurance policies need to be issued and paid to qualify for this bonus program.
- Retroactive adjustments will not apply.
- Eligibility is based on the production of a writing producer/subproducer.
- Bonuses may not exceed \$100,000 for agencies or individual producers.

BCBSTX reserves the right to terminate or modify this program at any time without notice. BCBSTX will be the final arbiter of any issues related to this bonus payout and reserves the right to make final judgments on what is a qualifying policy. BCBSTX will determine the issue dates of all policies and will be solely responsible for determining production counts for this promotion.