



Kansas City

ACA INDIVIDUAL & FAMILY COMMISSION AND BONUS PROGRAM



YOU CAN EARN UP TO **\$50,000 BONUS** THIS OEP!

We recognize your hard work during this Open Enrollment Period and believe you should be compensated for it. Take a look at the Blue KC 2023 Commission and Bonus Program and see how much you can earn this year!

For questions about our bonus program, please email us at products@bluekc.com.

Commission & Bonus Program

**NEW & RENEWING
ACA BUSINESS
\$20 PER MEMBER
PER MONTH
OEP & SEP**

NEW Bonus Structure!

Must enroll at least 10 members

Members Enrolled	Amount Earned	Total Payout
10 to 49 Members	\$25/Member	\$250 to \$1,225
50 to 199 Members	\$50/Member	\$2,500 to \$9,950
200 to 349 Members	\$75/Member	\$15,000 to \$26,175
350 to 500 Members	\$100/Member	\$35,000 to \$50,000

Max bonus of \$50,000

Payout April 2023

***We will pay \$20 per member per month for renewing ACA members**

The base rate of \$20 PMPM (Per Member Per Month) commission is tallied on a monthly basis. This commission schedule is applicable to contracts/policies issued with effective dates between 1/1/2023 through 12/31/2023.

The Bonus program is based on members with effective dates from 1/1/2023-3/31/2023, inclusive of Open Enrollment and Special Enrollment Period effective for these dates. Bonus will be tallied on 3/31/23 and payout will be made as of April of 2023.

EXAMPLE: As of 1/31/2023, an agent has 8 contracts in place and a total of 20 members. We will pay a total commission of \$400 (\$20 x 20 members) for the month of January. As of February 28th, 2023, the same agent now has 10 contracts in place and a total of 30 members. We will now pay a total commission of \$600 (\$20 x 30 members) for the month of February. As of March 31, 2023, that same agent now has 80 contracts and a total of 200 members. We will pay a commission of \$4,000 (\$20 x 200 members) and an additional bonus of \$15,000 (\$75x 200 contracts) for a total commissions check of \$19,000.

TERMS AND REQUIREMENTS

Base Commission:

- We will pay a base commission of \$20 per member per month (PMPM) for all sales during the 2023 Open Enrollment Period (OEP) and the 2023 Special Enrollment Period (SEP).
 - A contract is an issued policy by Blue KC. Contracts can be issued as an individual policy, an individual plus spouse, a family policy or a child only policy.
 - A member can be a subscriber, a spouse or a child/children.
- For renewals, we will pay \$20 per member per month for renewing ACA members
- Base commission payment is calculated on a monthly basis.
- Count of members is a whole number and is not prorated for partial months of coverage.
- Agent/Agency must be in good standing with Blue KC according to our Agent/Agency agreement.
 - We will pay to individual agents who are directly appointed to Blue KC.
 - Or we will pay to the agency according to our standard agency arrangements .
 - Member(s) must have paid their binder premium to be considered an effectuated, applicable member towards the Base Commission.

Bonus Compensation:

- The bonus payout will be a multiplier times the number of members.
 - This program applies to Blue KC ACA individual & family members with effective dates of January 1, 2023 through March 31, 2023 (inclusive of Open Enrollment or Special Enrollment Period effective for these dates).
 - Must have a minimum of 10 members to be eligible for the bonus program.
 - The bonus will be calculated as of 3/31/2023 and will be paid with the April commissions. The maximum bonus payout is \$50,000.
 - Retroactive changes will not impact the bonus payout after the number of contracts has been calculated.
 - Bonus amounts apply retroactively to all members. For example, once 200 members are enrolled, the \$75 bonus applies to all members for a total bonus payment of \$15,000.
 - Member(s) must have paid their binder premium to be considered an effectuated, applicable member towards the bonus program.
 - Blue KC retains sole discretion to determine a producer's eligibility for this program. Web Brokers are not eligible for this Bonus Program.
 - Only producers who are licensed, appointed, FFM-Certified and contracted with Blue KC are eligible for commissions and bonus program. Email producerinfo@bluekc.com for ACA certification inquiries.



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