



BlueCross BlueShield of Texas

# See how far you can go.

## Medicare Supplement Insurance Plan 2022-2023 Bonus Program

### 2022-2023 Medicare Supplement Insurance Plan Bonus Program

Blue Cross and Blue Shield of Texas (BCBSTX), is 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 total payout.

**There is no maximum payout!**

### Bonus Amounts Based on Production

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

- If you sell up to 19 policies, your bonus per policy is \$30.
- If you sell up to 49 policies, your bonus per policy is \$75.
- If you sell up to 74 policies, your bonus per policy is \$125.
- If you sell 75+ policies, your bonus per policy is \$175\*.
  - \* Maximum bonus payout for applicants aged 65-69 is \$175.
  - \* Maximum bonus payout for applicants aged 70-79 is \$125.
- Applications submitted for age 80+ will not count toward production minimum or bonus payout.

You must sell a minimum of 5 new policies during the program period to qualify for the bonus.

Blue Cross and Blue Shield of Texas, a Division of Health Care Service Corporation, a Mutual Legal Reserve Company, an Independent Licensee of the Blue Cross and Blue Shield Association

Earn up to  
\$175\* per  
Medicare  
Supplement  
policy sold!



See the reverse page for details on the bonus structure, program period and payout dates.

# 2022-2023 Bonus Program Medicare Supplement Insurance Plan

## Bonus Period

- The 2022-2023 Medicare Supplement Insurance Plan Bonus Program runs May 1, 2022 through January 31, 2023.
- Policies must be issued, in effect and current during the bonus program period.

## Bonus Payouts

- The amount you earn per policy is calculated using the total number of policies sold during the program.

### Example:

- You sell 20 new policies during the program window.
- Your bonus amount is calculated as follows:  
 $20 \times \$75 = \$1,500$
- Your bonus will be paid within 60-90 days from the end of the program, which is January 31, 2023.
- Payment of bonus will be included in the normal monthly commission statement.

## Bonus Amount Examples

BCBSTX Medicare Supplement Insurance Policies Sold	Bonus Rate Per Policy	TOTAL Year Bonus
1-4 policies	\$0	\$0
Up to 19 policies	\$30	\$570
Up to 49 policies	\$75	\$3,675
Up to 74 policies	\$125	\$9,250
75+ policies	\$175*	\$13,125

## Terms & Conditions

- Only new BCBSTX Medicare Supplement Insurance policies qualify for the bonus program. Renewals or rewrites do not count.
- High Deductible plans (F and G), and plans K and N and plan N Select 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 January 31, 2023. 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 toward the bonus of the producer of record at the time of calculation.
- A minimum of 5 Medicare Supplement Insurance policies need to be issued and paid to qualify for this bonus program.
- Eligibility is based on the production of a writing producer/subproducer.
- Payment will be made to the submitting Agency.
- TMOs are included in the program.
- Policies issued at age 80+ and U65 disabled Medicare Supplement Insurance policies do NOT count toward the bonus.

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.