



BlueCross BlueShield
of Texas

See how far you can go.

Medicare Supplement Insurance Plan 2024-2025 Bonus Program

2024-2025 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 their 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 30 policies, your bonus per policy is \$50.
- If you sell up to 74 policies, your bonus per policy is \$100.
- If you sell up to 150 policies, your bonus per policy is \$150.
- If you sell 151+ policies, your bonus per policy is \$200.

You must sell a minimum of five new policies during the program period to qualify for the bonus. These must be new policies, as rewrites will not be counted.

**Earn up to
\$200 per
Medicare
Supplement
policy sold!**



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

Example:

- You sell 20 new policies during the program window.
- Your bonus amount is calculated as follows:
 $20 \times \$50 = \$1,000$

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

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2024-2025 Medicare Supplement Insurance Plan Bonus Program

Bonus Period

- The 2024-2025 Medicare Supplement Insurance Plan Bonus Program runs April 1, 2024 through January 31, 2025.
- 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.

Bonus Amount Examples

Medicare Supplement Insurance Policies Sold	Bonus Rate Per Policy	TOTAL Year Bonus
1 - 4 policies	\$0	\$0
5 - 30 policies	\$50	Up to \$1,500
31 - 74 policies	\$100	Up to \$7,400
75 - 150 policies	\$150	Up to \$22,500
151+ policies	\$200	\$30,200+

Terms & Conditions

- Only new Medicare Supplement Insurance policies with BCBSTX qualify for the bonus program. Renewals or rewrites do not count.
- High Deductible plans (F and G), and Select plans (G and N) are not counted as part of the bonus program.
- An existing Medicare Advantage plan subscriber with BCBSTX 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, 2025. 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 five Medicare Supplement Insurance policies must 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.
- U65 disabled Medicare Supplement Insurance policies do NOT count toward the bonus.
- Your bonus will be paid within 90-120 days from the end of the program, which is January 31, 2025.
- Payment of bonus will be included in the normal monthly commission statement.

Medicare Supplement insurance plans are offered by 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.

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.