

Earn more **green** for enrolling new **Blue Shield** Medicare Supplement clients



Help your clients get more with Blue Shield of California by enrolling them in one of our benefit-rich, competitively priced Medicare Supplement plans. **Earn \$300 for every approved application for effective dates of December 1, 2020, and January 1, February 1, March 1, and April 1, 2021. The bonus program starts on November 2, 2020 through February 28, 2021.**

Individual Medicare Supplement plan bonus

- **NEW:** \$200 bonus for any approved “new to Blue Shield” Medicare Supplement plan application¹
- **NEW:** Plus, an additional \$50 bonus for every approved “new to Blue Shield” Medicare Supplement Plan G Inspire² application with Independence and Safe Mobility with AAA benefit in select counties in Northern California
- Plus, \$50 added for every approved dental plan application³ sold in conjunction with Plan G, Plan G Extra and Plan G Inspire

It's easy to sell Blue Shield's Medicare Supplement plans

- Check out our **Plan G Extra and Plan G Inspire OPTIONS**, rich in extra benefits like a **Quarterly allowance for over-the-counter items**,⁴ **physician consultation benefits**, **non-Medicare covered vision benefits**,⁵ and **hearing aid benefits**. Plan G Inspire includes the same benefits as Plan G Extra PLUS a new Independence and Safe Mobility with AAA benefit.
- Help your clients take advantage of our “Welcome to Medicare” rate savings of **\$25 a month** for the first 12 months.⁶
- Clients can save **\$3 each month** for the first six months on dental or dental + vision³ plan rates if they enroll in a dental or dental + vision plan at the same time they enroll in a Blue Shield Medicare Supplement plan.⁶
- Our AutoPay program allows clients to save **\$3 each month** by paying monthly dues through automatic checking or savings account debits.⁶
- Clients can take advantage of our Household Savings Program by **saving 7%** off all combined plan rates when they and another member of their household enrolls in the same plan type.⁶

Medicare Supplement plan bonus information

- Bonus program is limited to “new to Blue Shield” approved enrollments only. Medicare plan transfers are not eligible for the bonus.
- Bonus is in addition to the standard commission payout.
- \$50 additional bonus is limited to Plan G Inspire with the Independence and Mobility with AAA benefit in select counties in Northern California.

Plan	Commission	Renewal	Sales bonus
Medicare Supplement	First year: 20% on premium	10% on premium for life of policy	\$200 + \$50 for every G Inspire sales + \$50 for eligible dental sales

Enrolling clients?

Submit applications through DRX or fax to Blue Shield of California Medicare Installation and Membership, **(844) 266-1850**.

Questions?

Talk to your Regional Sales Manager

Medicare Supplement Broker Bonus Program additional terms and conditions apply.

- 1 Please Note: Plan F Extra is only available to applicants who attained age 65 before January 1, 2020, or who first became eligible for Medicare benefits due to disability before January 1, 2020.
- 2 Plan G Inspire is effective January 1, 2021, available in select counties in Northern California.
- 3 Approved dental plans include Med Supp Dental PPO 1000, Med Supp Dental PPO 1500 and Medicare Supplement Specialty DuoSM which includes both the Specialty DuoSM dental plan and Specialty DuoSM vision plans. The Specialty DuoSM dental + vision package is underwritten by Blue Shield of California Life & Health Insurance Company (Blue Shield Life). Please note that Plan G Extra, Plan G Inspire, and Plan F Extra¹ already includes vision benefits.
- 4 One-time use per quarter allowance for eligible items. Applies to Plan G Extra and Plan G Inspire.
- 5 Vision benefits include coverage for costs that are not traditionally covered by Original Medicare, such as, eye exam, frames, eyeglass lenses or contact lenses.
- 6 Savings due to increased efficiencies from administering Medicare Supplement plans under this program/service are passed on to the member.

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