

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



Help your clients get more with Blue Shield by enrolling them in one of our benefit-rich, competitively priced Medicare Supplement plans. **Earn \$150 for every eligible client new to a Blue Shield Medicare Supplement plan for January through March 2019 effective dates.**

Individual Medicare Supplement plan bonus

More benefits for your clients, more bonus for you! You need to enroll only 50 eligible clients new to a Blue Shield Medicare Supplement plan to **earn \$7,500!** With unlimited potential, your bonus grows with every approved application with a **January through March 2019 effective date.** Bonus period begins December 1st, 2018.

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

- Check out our **Plan F Extra**, rich in extra benefits like a Personal Emergency Response System (PERS), non-Medicare covered vision benefits, hearing aid benefits, and SilverSneakers® fitness program.
- Help your clients take advantage of our "Welcome to Medicare" rate savings of **\$25 a month¹** for the first 12 months.
- Clients can save **\$3 each month** for the first six months on dental or dental + vision² 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.¹
- Our Easy\$PaySM program allows clients to save **\$3 each month** by paying monthly dues through automatic checking or savings account debits.¹
- Clients can take advantage of our Household Savings Program by **saving 7%** off all combined individual plan rates when they and another member of their household enrolls in the same plan type.¹

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.

Plan	Commission	Renewal	Sales bonus
Medicare Supplement	First year: 20% on premium	10% on premium for life of policy	\$150

Enrolling clients?

Submit the Enrollment Tracker Form by the 10th of each month to
medicarebroker@blueshieldca.com.

Start now! Download the [Enrollment Tracker Form](#) here.

Questions?

Talk to your Regional Sales Manager

Mary You Chang	Southern California	(626) 808-7866	mary.youchang@blueshieldca.com
Jeff Williams	Southern California	(714) 824-1428	jeff.williams@blueshieldca.com
Sheri Hernandez	Northern California	(916) 847-5227	sheri.hernandez@blueshieldca.com

Blue Shield Direct Sales Agents can provide applicant education on the Part B enrollment process.

Medicare Supplement Broker Bonus Program additional terms and conditions apply.

- 1 Savings due to increased efficiencies from administering Medicare Supplement plans under this program/service are passed on to the member. Welcome to Medicare Rate Savings do not apply to High Deductible Plan F, Plan K, or Plan N. Household Savings Program does not apply to High Deductible Plan F or Plan K. Household Savings Program does not apply to tobacco users.
- 2 The Specialty DuoSM dental + vision package is underwritten by Blue Shield of California Life & Health Insurance Company (Blue Shield Life). Please note that Plan F Extra already includes vision benefits.

Tivity Health and SilverSneakers are registered trademarks or trademarks of Tivity Health, Inc., and/or its subsidiaries and/or affiliates in the USA and/or other countries. © 2018 Tivity Health, Inc. All rights reserved.

Specialty Duo dental + vision package is a service mark of Blue Shield of California.