

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 approved new to Blue Shield Medicare Supplement plan application for January 1, 2020 effective date. The Bonus program starts on October 1st through the end of October, 2019. Bonus program is limited to Plan G Extra members only.**

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 1st, 2020 effective date.**

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

- Check out our **NEWEST PLAN G EXTRA OPTION**, rich in extra benefits like **OTC items benefits, Telehealth, non-Medicare covered vision benefits, and hearing aid benefits.**
- 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 plan rates when they and another member of their household enrolls in the same plan type.¹
- You can still enroll clients on Plan F Extra until December 31, 2019.

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.
- **Bonus program is limited to Plan G Extra members only.** Broker Bonus will be paid 30 days after approved application.

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

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

Mary You Chang	South LA County	(626) 808-7866	mary.youchang@blueshieldca.com
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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.

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