



Individual and Family Specialty Plans

Dental, Vision, and Life

2022 IFP Specialty Plans
Broker Bonus Program

blue 
california

Boost your earnings with our 2022 new member IFP Specialty Plan broker bonuses

Earn more now!



IFP dental, vision, and life plan bonus

Earn a **\$25 bonus** for every new dental and/or vision and/or life plan you **sell statewide with or without a medical plan**, including adding coverage to your existing medical and specialty members.

Remember: Effective in 2020, we waived waiting periods for clients who could demonstrate they had comprehensive dental coverage for at least one year, and have had less than a 60 day lapse in coverage. Learn more on our [IFP Dental page](#).

How to qualify

To earn the dental, vision, and life bonus, qualified brokers must achieve a minimum of 10 IFP Specialty plan members (vision, dental, or life).

Payout schedule

Bonuses are paid one time, per member, for all the bonus programs and will be paid 120 days following your client's effective date and receipt of the first month's premium. Members must maintain coverage for a minimum of 120 days.

To avoid errors in member reconciliation that could result in chargebacks, we are moving the payout dates by one month. Below is an example of the timing of the payout schedule:

Example effective date	Payout month
April 1, 2022	September 2022
May 1, 2022	October 2022

Other rules and requirements

The dental and/or vision and/or life monetary bonuses only apply to new Blue Shield IFP plan members. Current Blue Shield IFP members transferring to a new plan are not eligible for any bonus described in this document.

Any current member, or a member who had been enrolled at any time in 2022, who cancelled or was cancelled for non-payment and re-enrolls will not count toward any bonuses.

Current members adding new dependents are excluded from all bonuses.

Member counts continue to accumulate over the course of the entire 2022 year.

General agents, e-partners, and/or any agencies under a separate contract with Blue Shield for enrollments are not eligible for the bonus.

Agencies may not aggregate sub-agent business to earn bonus tiers. Blue Shield will pay an agency for sub-agent production with no aggregation.

For 2022 enrollment, there is a maximum bonus payment cap of \$500,000 for all Blue Shield bonus programs.

Members must be enrolled and continue coverage for at least 120 consecutive days from their effective date with no lapse in coverage.

Accounts transferred due to a change in broker of record, partnerships with a joint agency, and partnerships with another individual agent are excluded.

All bonus payouts are in addition to the standard commission structure.

You must be the broker of record on the effective date of coverage and at the time the bonus is paid. You must be in good standing with a current, signed Blue Shield of California Producer Agreement at the time the bonus is paid.

Any disputes over interpretation of rules or payout amount will be resolved at the sole discretion of Blue Shield. All decisions made by Blue Shield on disputes will be final.

Blue Shield may amend or discontinue the terms of the program at any time and reserves the right to determine which brokers are bonus eligible.