



# See how far you can go.

## Medicare Supplement Insurance Plan 2021 Bonus Program

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Blue Cross and Blue Shield of Illinois (BCBSIL), 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 total payout. And there is no maximum!

#### Bonus Amounts Based on Production

There are three bonus-per-policy amounts, depending on the total number of policies sold during the bonus period:

- If you sell up to 20 policies, your bonus per policy is \$50.
- If you sell up to 30 policies, your bonus per policy is \$75.
- If you sell 31 or more policies, your bonus per policy is \$85.

You must sell a minimum of 5 new policies during the program period to qualify for the bonus.

Earn up to  
\$85 per  
Medicare  
Supplement  
policy sold!



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

# 2021 Medicare Supplement Insurance Plan

## Bonus Period

- The 2021 Medicare Supplement Insurance Plan Bonus Program runs April 15, 2021 through October 1, 2021.
- Policies must be issued, in effect and current during the bonus program period (including April 15 effective date).

## Bonus Payouts

- The amount you earn per policy is calculated using the total number of policies sold during the program.

### Example:

- You sell 10 new policies during the program.
- Your bonus amount is calculated as follows:  
 $10 \times \$50 = \$500$
- Your bonus will be paid within 60-90 days from the end of the program, which is October 1, 2021.
- Payment of bonus will be included in the normal monthly commission statement, including Detail Agent Activity Level supplemental report.

## Bonus Amount Examples

BCBSIL Medicare Supplement Insurance Policies Sold	Bonus Rate Per Policy	TOTAL Year Bonus
1-4 policies	\$0	\$0
5-20 policies	\$50	\$1,000
21 policies	\$75	\$1,575
30 policies	\$75	\$2,250
31 policies	\$85	\$2,635
50 policies	\$85	\$4,250

Jump to the next bonus tier!

## Terms & Conditions

- Only new BCBSIL Medicare Supplement Insurance policies qualify for the bonus program. Renewals or rewrites do not count.
- High Deductible F, G and N plans are not counted as part of the bonus program.
- An existing BCBSIL Medicare Advantage plan subscriber 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 October 1, 2021. 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.
- Medicare Supplement Insurance policies must be paid during the bonus periods or within 30 days of the end of the bonus period, which is October 1, 2021. Policies issued during the bonus period, but paid on or after October 2, 2021, do not qualify.
- A minimum of 5 Medicare Supplement Insurance policies need to be issued and paid to qualify for this bonus program. There is no maximum payout.
- 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.
- eBrokers, AON, Towers Watson and Extend Health are included in this program.
- U65 disabled Medicare Supplement Insurance policies do NOT count toward the bonus.

BCBSIL reserves the right to terminate or modify this program at any time without notice. BCBSIL 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. BCBSIL will determine the issue dates of all policies and will be solely responsible for determining production counts for this promotion.