

# Earn more green for enrolling new to 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 \$250 for every approved new to Medicare and/or new to Blue Shield Medicare Supplement plan application for an effective date of July 1, 2022, August 1, 2022, and September 1, 2022.** The bonus program starts on June 1, 2022, at 12:00 a.m. and goes through August 31, 2022, at 11:59 p.m. This bonus program is limited to Plan G, Plan G Extra, and Plan G Inspire<sup>1</sup> new enrollments only.

Blue Shield is excited to introduce an additional \$50 bonus for every approved dental plan sold in conjunction with Medicare Supplement Plan G, Plan G Extra, and Plan G Inspire<sup>1</sup> with an effective date of July 1, 2022, August 1, 2022, and September 1, 2022.

## 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 \$12,500!** With unlimited potential, your bonus grows with every approved application with an effective date of July 1, 2022, August 1, 2022, and September 1, 2022. Bonus period begins June 1, 2022.

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

- Check out **Plan G Extra and Plan G Inspire**,<sup>1</sup> rich in extra benefits like a quarterly allowance for over-the-counter (OTC) items,<sup>2</sup> access to doctors on-call 24/7, vision and hearing aid benefits,<sup>3</sup> and more.
- Help your clients take advantage of our "Welcome to Medicare" rate savings of **\$25 a month**<sup>4</sup> for the first 12 months.
- Clients can save **\$3 each month** for the first six months on dental plan rates if they enroll in a dental plan at the same time they enroll in a Blue Shield Medicare Supplement plan.<sup>4</sup>
- Our AutoPay program allows clients to save **\$3 each month** by paying monthly dues through automatic checking or savings account debits.<sup>4</sup>
- Clients can **save up to \$264/year when they add two.** With our Household Savings Program, clients can save 7% off their combined individual plan rates when they and another member of their household enrolls in the same plan type.<sup>4,5,6</sup>

### Medicare Supplement plan bonus information

- Bonus program is limited to "new to Medicare" and/or "new to Blue Shield" approved enrollments only. Current Blue Shield IFP and Commercial Age-ins are eligible for the underwriting holiday and bonus. Current Blue Shield Medicare Advantage and Medicare Supplement plan transfers are not eligible for the bonus.
- Bonus is in addition to the standard commission and is paid separately.

Plan	Commission	Renewal	Sales bonus
Medicare Supplement	First year: 20% on premium	10% on premium for life of policy	\$250

## Enrolling clients?

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

## Questions?

Talk to your Broker Sales Manager

Medicare Supplement Broker Bonus Program can be canceled at any time. Additional terms and conditions apply. Approved dental plans include Medicare Supplement Dental PPO 1000 and Medicare Supplement Dental PPO 1500.

- 1 Available in select counties in northern California.
- 2 Two-time use per quarter allowance for eligible items. Unused allowance cannot be rolled over into the next quarter.
- 3 Vision benefits include eye exam, frames, eyeglass lenses or contact lenses costs that are not traditionally covered by Original Medicare.
- 4 Savings due to increased efficiencies from administrating Medicare Supplement plans under this program/service are passed on to the member.
- 5 Household Savings Program does not apply to tobacco users. Welcome to Medicare Rate Savings do not apply to Plan N.
- 6 Effective July 1, 2022, represents maximum savings amount (7%) applied to members age 65 enrolled in Plan G Extra in Regions 1. Actual savings may vary based on age, plan, and region. Please refer to the Enrollment Kit to confirm your actual savings.

Blue Shield of California complies with applicable state laws and federal civil rights laws, and does not discriminate on the basis of race, color, national origin, ancestry, religion, sex, marital status, gender, gender identity, sexual orientation, age, or disability. Blue Shield of California cumple con las leyes estatales y las leyes federales de derechos civiles vigentes, y no discrimina por motivos de raza, color, país de origen, ascendencia, religión, sexo, estado civil, género, identidad de género, orientación sexual, edad ni discapacidad. Blue Shield of California 遵循適用的州法律和聯邦公民權利法律，並且不以種族、膚色、原國籍、血統、宗教、性別、婚姻狀況、性別認同、性取向、年齡或殘障為由而進行歧視。

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