



**COVERED CALIFORNIA  
SMALL BUSINESS**

# a partnership that pays

**BONUS PROGRAM - COVERAGE EFFECTIVE:  
JULY 1, 2022 TO JANUARY 1, 2023**

**Earn even more for offering your clients California's most comprehensive access to doctors and hospitals:**



**Full Network PPOs**

- Blue Shield
- Health Net



**HMO offerings from**

- Blue Shield
- Kaiser Permanente
- Sharp Health Plan



**NEW! CCSB offers  
4-tier selection**



**Single bill**



**Covers enrollments  
across all CCSB Carriers**

## EARN EXTRA WHEN YOU SELL NEW SMALL GROUPS

Group Size (Enrolled Employees)	Incentive Earned
51 - 100	\$ 8,000
26 - 50	\$ 4,000
16 - 25	\$ 2,000
6 - 15	\$ 1,000

Contact your local Covered California for Small Business sales representative to learn why we're growing and how we can help build your business! An increasing number of agents and their clients are glad they did.

**[CoveredCA.com/ForSmallBusiness](http://CoveredCA.com/ForSmallBusiness)  
844.332.8384**

### Check out the details:

- Applies to new Covered California for Small Business (CCSB) groups with initial effective dates of 7/1/22, 8/1/22, 9/1/22, 10/1/22, 11/1/22, 12/1/22, 1/1/23.
- Bonuses will be calculated on number of subscribers (employees) in effect for the first month of the policy as determined by CCSB after the policy has been in effect for more than 90 days, and are subject to charge back if the policy fails to remain in force for 90 days.
- No pro-ration of target values will take place.
- Business written through partnering General Agencies qualifies.
- CCSB intends to issue incentive payments the month 90 days following group effective date. CCSB may modify its payment schedule at any time.
- Program open to all Agents who maintain active certification with Covered California.
- Bonus payments are in addition to regular sales commissions. Bonus payments will be reported on Forms 1099 and 5500 and as otherwise required by law, including reporting required by California AB 2589.
- Agents shall disclose to their client all commissions and other payments made to them by CCSB in compliance with all legal requirements.
- CCSB may cancel or modify this incentive program at any time without prior notice to the Agencies and Agents participating in the program. CCSB shall not be liable for payment of any incentive payments after cancellation of the program.

Note: Covered California is modifying the Agency Agreement to incorporate this bonus incentive program. Such modification will occur earlier than the 45-day notice period required in Section A(2) of Exhibit B in the Agency Agreement. By accepting this notice, you agree that Covered California may modify the Agency Agreement on or before May 15, 2022, to implement the incentive program outlined in this notice. This is a benefit providing Agents with more incentive opportunities. However, if you do not agree with this effective date, please contact us immediately. Once the Covered California implements the incentive program, the official rules will be made part of the Agency Agreement and will be found at: <http://www.coveredca.com/agents/PDFs/Agent-commission-schedule.pdf>