

# HEALTH NET A Better Decision

## SIZE MATTERS: QUARTERLY SALES CONTEST



### FOR CONNECTICUT, NEW JERSEY AND NEW YORK RETAIL BROKERS WHO SELL GROUPS WITH JULY 1, 2008 THROUGH SEPTEMBER 30, 2008 EFFECTIVE DATES

We are pleased to introduce a new sales contest for brokers who place their new business with Health Net. Sell groups with more members and increase your bonus payment.

#### HOW IT WORKS

Sell at least **six groups with at least one 51 and over group** for the third quarter to qualify. Brokers qualify individually or as a firm.\*

Brokers may work directly through Health Net or through a General Agent to qualify for the bonus.

\*Individual brokers will qualify for the bonus if they are appointed independently and have their own broker number attached to the group. If the firm's broker number is attached to the group, the firm as a whole will qualify for the bonus.

#### THE SIZE OF THE BONUS

Minimum payout of \$2,500, or \$15 per member. Bonus will be based on whichever is greater.

#### THE SIZE OF THE GROUPS

**Example:** Broker A sells five 2-50 groups with five members each (25 members) and one group with 115 members. Total membership sold is 140. Broker A receives a \$2500 bonus (Bonus would have been \$2,100 based on membership).

Broker B sells five 2-50 groups with 25 members each (125 members) and one group with 75 members. Total membership sold is 200. Broker B receives a \$3,000 bonus based on membership.



#### Broker A's Third Quarter Sales:

**FIVE GROUPS** with five members each  
One group with **115** members

$$\begin{array}{r} 5 \times 5 = 25 \\ + \quad 115 \\ \hline 140 \text{ Total Members} \end{array}$$

$$140 \times \$15 = \$2,100$$

**Broker A receives a \$2,500 bonus**

#### Broker B's Third Quarter Sales:

**FIVE GROUPS** with **25** members each  
One group with **75** members

$$\begin{array}{r} 5 \times 25 = 125 \\ + \quad 75 \\ \hline 200 \text{ Total Members} \end{array}$$

$$200 \times \$15 = \$3,000$$

**Broker B receives a \$3,000 bonus**



**Health Net®**  
A Better Decision

Health Net of the Northeast, Inc.  
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[www.healthnet.com](http://www.healthnet.com)

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## IMPORTANT INFORMATION AND TERMS

- Bonus payments for this plan are in addition to standard commission schedule.
- Maximum payment to any one brokerage house is \$7,500.
- Only groups on which commissions are paid are eligible under the program.
- Only groups with 2-50, 51+ eligible employees (subscribers) on proprietary groups count toward bonus qualification.
- New York Article 44 HMO business does not qualify for this bonus program.
- New employees (subscribers) counted toward qualification for the new business bonus are determined as of the effective date of the group.
- A group that terminates within 6 months is not eligible.
- New business production excludes Broker of Records.
- Broker is responsible to disclose to clients eligibility for this bonus program and amounts paid under bonus program as appropriate to meet legal and regulatory requirements.
- Tax reporting will be issued for the bonus compensation received.
- This bonus program is contingent upon regulatory filing and approval.
- Health Net reserves the right and sole discretion to change this bonus program at any time and without prior notice.

**If you have any questions regarding the Size Matters Sales Contest, please contact your Health Net account executive.**



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