

What's eligible for the Small Group broker spot bonus

- All new groups with 50 or fewer enrolled employees/subscribers
- Includes July 1st through September 1st effective dates
- New PPO and PPO Plus Premier fully insured business only

Calculating the new sales broker spot bonus

In addition to standard commissions, brokers will receive a spot bonus for enrolled subscribers based on these four levels:

2-9 dental-only subscribers	\$20/subscriber
2-9 dental and vision subscribers	\$25/subscriber
10-50 dental-only subscribers	\$30/subscriber
10-50 dental and vision subscribers	\$35/subscriber

Example

- A broker sells a policy with six enrolled in dental. Based on the above table, they will earn \$120 (6 x \$20).
- A broker sells a policy with 15 enrolled in dental and five enrolled in vision. Based on the above table, they will earn \$525 (15 x \$35).

Additional details

- This spot bonus program is driven by dental policies sold and will not be paid on vision-only sales.
- This program is for brokers only (not General Agents).
- New sales for shelf and underwritten Delta Dental PPO™ or Delta Dental PPO Plus Premier™ type plans in NJ or CT for groups of 50 and under enrolled employees/subscribers are eligible.
- Participation requirements and Underwriting approval may apply.
- Spot bonus will be calculated and paid in one sum at the end of the three-month spot bonus period.
- After final accounting and spot bonus payment, the books are closed on our spot bonus program. Please review your report detail for accuracy, as no changes will be made once checks are distributed.
- Spot bonus is only paid on new in-force business. If a new case is terminated before the close of the bonus calculations, it is not eligible. Groups that terminate within six months of the original effective date may be subject to a spot bonus chargeback.
- Spot bonus payment is based on the number of subscribers enrolled at the end of the bonus program, not on the number of subscribers enrolled on the original effective date of the group.
- Broker must be in good standing on December 31 to be eligible for payment of earned bonuses.

Thank you for your partnership with Delta Dental

For more information about our plans and this program, contact your Delta Dental Sales Executive or our Sales Department at Sales@DeltaDentalNJ.com or **800-624-2633**.

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