DELTA DENTAL®

Small Business Program broker bonus



At Delta Dental[1], we recognize that producers are key members of our Small Business Program team. That's why we're excited to announce a new, limited-time broker bonus program available to producers marketing our small business plans.

Who is eligible?

All brokers are eligible for the program. We're rewarding any new Small Business Program sale (sized 10–99), for any plan, in the following states: AL, CA, DC, DE, FL, GA, LA, MD, MT, NV, NY, PA, TX, UT and WV. However, sales must be new, meaning the group must not already offer a Delta Dental plan.

How long does the bonus program run?

This program is open for sales with effective dates from November 2018 to February 2019. Bonuses will be calculated and mailed directly from Delta Dental by March 29, 2019.

What can I earn?

Bonus amounts are determined based on group size. There are no bonus caps per broker.

10-19 enrolled employees.....bonus = **$150**
20-29 enrolled employees.....bonus = **$300**
30-39 enrolled employees.....bonus = **$500**
40-49 enrolled employees.....bonus = **$750**
50-99 enrolled employees.....bonus = **$1500**

What else do I need to know?

We're keeping it simple, but there are a few rules:

- Applications **must** name the prior carrier, or indicate ***none*** for groups without prior coverage.
- Dual choice groups will be counted once based on enrollment from both plans.
- Coverage must be in effect at the end of program in March, and group size will be based on enrolled primaries at that time.
- Brokers must be registered, and appointed when necessary, with Delta Dental to qualify. If you are not yet registered/appointed, visit **deltadentalins.com/brokers** to get started.

Thank you for considering Delta Dental to help configure your benefits solutions. Contact your general agent or one of our sales offices for a quote or more information.

We keep you smiling®
deltadentalins.com

[1] Delta Dental of California, Delta Dental of New York, Inc., Delta Dental of Pennsylvania, Delta Dental Insurance Company and our affiliated companies. These companies are members, or affiliates of members, of the Delta Dental Plans Association.

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