



Delta Dental will have you seeing more green this holiday!

Introducing — A **NEW** 2019 Broker Bonus Program from Delta Dental of Virginia!

Sell **ANY** Delta Dental pool-rated plan with an effective date between October 1st and December 1st, 2019 and you can earn up to \$30 per new subscriber. There is no cap on how much you can earn! Payouts will be made in the months of November 2019, December 2019 and January 2020.

Sell **ANY** Delta Dental Dental Plan, *get*

\$20

Per subscriber!



Sell **ANY** Delta Dental PPO™ Active Plan,* *get*

\$30

Per subscriber!



*Includes Delta Dental PPO plus Premier™ active plans.

Your account representative will help you monitor your progress for the broker bonus program. For questions or for information about product updates, contact your account representative.

 **DELTA DENTAL®**

See next page for program guidelines and limitations.

Broker Bonus Program Guidelines

Who's eligible?

All appointed Delta Dental of Virginia brokers are eligible for this program. Make sure we have your W-9 on file; if not, the form is available on the broker forms page at DeltaDentalVA.com.

Payment

Payment for this program will be in the form of a Visa® gift card and payouts will be made in November 2019, December 2019 and January 2020. Note that payment cannot be made without a W-9 on file.

What sales qualify?

- Pool-rated groups only: 2-99 contributory, 5-300 voluntary.
- Sales must be new groups and have a minimum of five subscribers, sold per month for October 2019, November 2019 and December 2019 effective dates.

Have enrollment forms turned in no later than the 10th of the month in order for the group to qualify in that month. Payment will be calculated based on enrollment received by the 10th of the month.

Disclosures

1. Agency rules regarding supplemental payouts or gifts received, apply.
2. Payments received from this program will affect your IRS Form 1099.
3. Broker must be the agent of record for the group at the end of the term.
4. ASO business is excluded.
5. Delta Dental records determine final results which are subject to Delta Dental management review. Decisions under the program are at Delta Dental's sole discretion and are final.
6. The program is subject to modification at any time at the sole discretion of Delta Dental.

Supplemental Bonus Program Guidelines

1. Term of Program — the term of the program is from October 1, 2019 to December 15, 2019 (the "Term").

2. Eligible brokers are subject to terms and conditions of the guidelines set forth below. Licensed and appointed brokers who place new fully-insured small group dental business accounts are eligible for the 2019 Broker Bonus Program (the "Program").

3. Rules In order to receive compensation for a contract, the broker must be the agent of record for the account at the end of the Term.

4. Payment To the extent applicable, supplemental bonuses paid pursuant to this program will be reported in accordance with the IRS Form 5500 instructions.